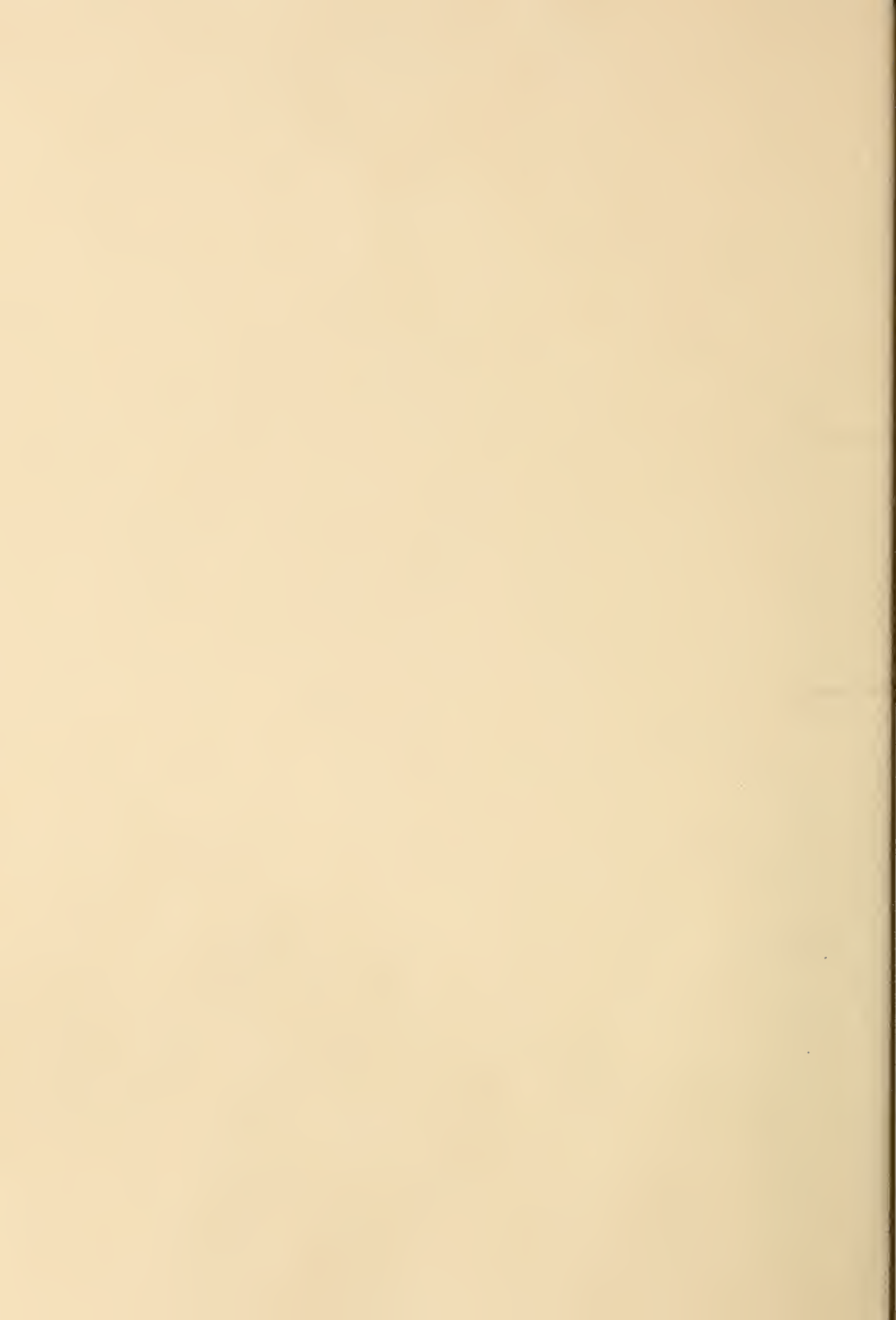


Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.



STATE AND FEDERAL LIBRARY
RECEIVED
JAN 10 1936

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C

January 2, 1936

Vol. 16, No. 1

CONNECTICUT SAYS OUTLOOK BEST IN SEVERAL YEARS

The best demand in several years for agricultural products is the 1936 forecast by Connecticut Department of Agriculture. Dairymen are facing somewhat brighter prospects, it is stated. Other excerpts are that improved business conditions are bringing about an increase in consumption of fluid milk; relatively short supplies of eggs benefitted poultrymen in 1935, and this condition will carry over into early 1936; this year's apple crop has brought only fair prices, but an advertising program, now well under way, should help stimulate demand in 1936; any great improvement in the Connecticut tobacco industry depends upon larger consumption of the higher grades of cigars selling for 10 cents or better. The income of Connecticut farmers has improved during the past two years to such an extent that producers are more optimistic, the department's report concludes.

-c0c-

NEW YORK DAIRYMEN SELLING MORE MILK

New York dairymen shipped more milk to New York City in October than in September, and more in October this year than in October 1934, reports New York Department of Agriculture and Markets. Commissioner Ten Eyck says that when milk supplies are plentiful, many dealers in the New York-New Jersey metropolitan area prefer the cheaper milk of other states than New York, but that when supplies shrink they look to New York farmers to provide them with more milk.

The Commissioner says "this is clearly a strong argument in favor of the proposed order to govern interstate shipments of milk to the metropolitan marketing area."

-o0o-

IOWA LOOKS FOR LARGER FLAX ACREAGE

Iowa Experiment Station expects a marked increase in flax acreage this year since "Iowa farmers are rapidly learning that flax is an excellent nurse crop for the clovers and that it has a higher acre value than other small grains." Even in the spring wheat regions, it is stated, flax is likely to be grown widely. Last year, says the Station, flax gave a fair return when the spring wheat crop was a complete failure. The world supply of flax is somewhat reduced, and there is a ready market for the crop at steady and possibly improving prices, it is stated.

STATES OVERMATCH GOVERNMENT
AID TO EXPERIMENT STATIONS

The States, instead of "matching" the Federal appropriations, are furnishing considerably more than twice the Federal contribution for the support of State agricultural experiment stations. Federal funds for the State and territorial experiment stations for the year ended June 30, 1935 amounted to \$4,388,000 (\$90,000 to each State, \$15,000 to Alaska, \$28,000 to Hawaii, and \$25,000 to Puerto Rico). Funds from State appropriations and allotments and other non-Federal sources amounted to more than \$10,000,000 making a total from all sources of more than \$14,000,000, according to James T. Jardine, Chief, Office of Experiment Stations, U. S. Department of Agriculture.

-o0o-

PENNSYLVANIA LIVESTOCK
DEALERS MUST BE LICENSED

Pennsylvania dealers and brokers in livestock who handle more than 100 head of animals in a year must be licensed by Pennsylvania Department of Agriculture. The law, passed by the 1931 General Assembly, also provides that applications must be on file by December 1 of each calendar year, thus giving the department the opportunity to investigate the applicant before the license for the ensuing year is issued. Nine hundred and forty-four dealers and brokers were licensed in 1935. No license fee is charged. The purpose of the law is to give the State bureau of animal industry additional means of checking transmissible livestock diseases.

-o0o-

NEW GRAIN GRADES ESTABLISHED
BY ARGENTINA

New grain standards have been promulgated in Argentina under authority of the Grain Law approved September 28 by the Argentine Congress. Argentine authorities have been working for several years toward the establishment of a scientific and uniform system of grades, especially for wheat. The chief difficulty has been the numerous varieties and types of wheat grown in different parts of the Republic. Many of these wheats are considered undesirable for the export market and others unsuited to the areas where grown. Mixture of these inferior wheats with the generally recognized superior types tended to lower the general level of the value of the Argentine wheat crop.

The first step of the Argentine Government in the formation of the new system of grain standards was to eliminate as many as possible of the undesirable wheats. Several varieties widely grown in Argentina were declared as undesirable for the export market and several other varieties as undesirable for growing in the Argentine. A number of varieties were selected as especially suitable for the Argentine, together with the region to which each variety is best adapted. To eliminate the undesirable varieties and prevent the distribution of varieties in unsuitable areas, the Grain Law authorized the Ministry of Agriculture to control seed distribution by a system of licenses.

The new standards for wheat follow the same regional

basis under which wheat was formerly sold. For the purpose of the new grades the country is divided into three districts formed by the area tributary to each of the principal ports, and named respectively Buenos Aires, Rosafe (for Rosario and Santa Fe) and Bahia Blanca. For each of these geographical areas the varieties of wheat produced are grouped into three general classes, hard, semi-hard, and soft. Two numerical grades for each of these classifications are provided - No. 1 and No. 2. The factors which are used as the basis for determining the numerical grades are test weight, mixture of varieties and types, foreign matter, broken and damaged kernels, smut, weevils and "yellow berry" or starchy kernels.

-oOo-

RESEARCH POINTS WAY TO BETTER DAIRYING

New information developed by research in the Bureau of Dairy Industry, if put to work generally, would greatly improve the economic position of various branches of dairying, according to O. E. Reed, Chief of the Bureau in his annual report to Secretary Wallace.

"The farmer's opportunities," Mr. Reed says, "lie largely in adopting practices to reduce his costs in producing milk and to improve the quality of his product. Opportunities to reduce costs are largely in the development of efficient herds and in following more efficient farming and feeding practices. Producing a high-quality product affords an opportunity for obtaining premium prices as well as indirect benefits that come from the increased consumption associated with high-quality products."

-oOo-

MARKETING PLAN BOOSTS FLORIDA CELERY INCOME

Orderly marketing of Florida celery, made possible under provisions of a marketing agreement in operation during the 1934-35 shipping season, was one of the factors responsible for an increase of more than \$1,000,000 in returns to celery growers, says the AAA. The marketing agreement provided for control of celery shipments during periods within the season. Weekly proration was instituted on February 25 and continued for 11 weeks through May 12. Another agreement is being offered shippers and growers this year.

-oOo-

WORK OF ECONOMISTS SHIFTS AS FARM PROBLEMS CHANGE

The role of economists in helping to formulate agricultural policies and put sound programs into effect was the theme of an address by Dr. A. G. Black, Chief of the Bureau of Agricultural Economics, at the recent annual meeting of the American Farm Economic Association in New York City.

"Until after the World War economists concerned themselves largely with the internal business management of individual farms," Dr. Black said. "But from 1920 on, general national and international economic forces affected agricultural welfare so adversely that problems brought to the fore demanded attention of the public and of the growing body

of economists who were devoting their attention to agricultural matters.

"During the past fifteen years," the speaker continued, "agricultural economic research and education have proceeded at an unparalleled pace. The result has been that along with the necessity for giving immediate consideration to pressing economic problems relating to agriculture there has been a wide dissemination of economic information which has undoubtedly had its influence upon the thinking of the public."

Dr. Black paid tribute "to Dr. H. C. Taylor, M. L. Wilson, Secretary Wallace, J. D. Black and others who have contributed greatly toward increasing the part that economic considerations play in the formulation of agricultural policy. There will always be a place," he said, "for trained economists in this broad area of policy."

As to programs as contrasted with policy, Dr. Black said that economists can contribute to their formulation by accurately interpreting the prevailing policy and by pointing out the extent to which proposals will or will not realize the objectives sought.

-000-

THE POULTRY INDUSTRIES EXPOSITION will be held in the Port Authority Building in New York City, February 4 to 8, under the auspices of the Northeastern Poultry Producers' Council. Secretary Sidney A. Edwards reports that all the Northeastern States are joining to make this the most comprehensive poultry exhibit ever held.

FREEZING WOOL that is full of burs and other foreign matter, makes it far easier to clean, according to J. F. Wilson, California College of Agriculture. Frosting wool, he says, is cheaper than carbonizing, it has no tendency to make the wool harsh, it does not affect dyeing qualities of the wool, it removes nearly all the paint brands and vegetable matter, and makes possible the use of less soap and soda in cleaning wool in the grease.

MIMEOGRAPHED REPORTS recently issued by the Bureau of Agricultural Economics include: "The Status of the Dairy Industry Today; Factors in the Dairy Outlook"; "Farm Tenancy in the United States, 1925-1935 (A Beginning of a Bibliography)"; "Price Studies of the U. S. Department of Agriculture (A Bibliography)"; and "Selected References on the History of Agriculture in the United States (A Bibliography)."

EARNINGS of the 1,000,000 employed railroad workers are at present, on the average, 93 percent as large as they were during 1929, while retail food prices are at approximately 80 percent of the 1929 level; consequently, says L. H. Bean of the AAA, the average railroad worker with a job is able to buy with his earnings 16 percent more food than in 1929. Only 61 percent as many persons are employed on the railroads as were employed in 1929.

"RED DANISH" dairy cattle, imported from the Virgin Islands, are to be used in breeding experiments by Minnesota Experiment Station. The cattle came originally from Denmark.

LIVING COSTS were fractionally higher on October 15 compared with July 15, according to the Bureau of Labor Statistics.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

January 8, 1936

Vol. 16, No. 2

NORTH CAROLINA MARKETS

DIVISION REPORTS ON WORK

Nearly 3,000,000 packages of 16 different fruits and vegetables, and more than 1,300 cars of watermelons, were inspected and certified as to grade during the past year by North Carolina Division of Markets. Randal B. Etheridge, chief of the division, reports that at the height of the marketing season in June the inspection and certification work required a personnel of 107 licensed inspectors. There was a reduction in number of packages and cars of Irish potatoes inspected, due to smaller acreage and reduced production, but the percentage of the crop inspected in 1935 exceeded that in 1934.

Watermelons were marketed according to rules and regulations promulgated by the Control Committee of the Watermelon Marketing Agreement. The Control Committee, composed of growers and shippers from Florida, Georgia, South Carolina and North Carolina, represented approximately 85 percent of the tonnage shipped from those States. Marketing operations were "highly successful", says Mr. Etheridge.

In cooperation with the Bureau of Agricultural Economics, the division issued daily market bulletins on strawberries from Chadbourn, white potatoes from Washington, and on watermelons and peaches from Hamlet. Grading work on tobacco was continued on a voluntary basis at Farmville and Oxford, and daily market bulletins were issued - also in cooperation with the BAE.

The Division certified as to grade more than 11,000 bushels of soybeans at Washington and Elizabeth City. Continuing with his report, Mr. Etheridge lists the names and addresses of 28 mutual exchanges and cooperative associations which were organized and incorporated during the year.

A representative of the division helped farmers in eastern North Carolina in getting better egg prices by cooperating and working with mutual exchanges in arranging egg routes. The exchanges, it is stated, removed from 1 to 3 carloads of eggs weekly during the flush season in the spring, thereby leaving the local markets in much better condition, and egg prices did not drop during the height of the season in the heavy producing sections to as low a level as had been anticipated.

-00-

BUREAU ISSUES INSTRUCTIONS

FOR CORN MOISTURE TESTING

Grain inspectors in the Central and Eastern States have been required this year to make moisture tests on many more lots of grain than in previous seasons, because of the abnormally high moisture content of

4 K
Attn., Miss Trolinger,
Washington, D. C.

the 1935 grain crops; also, because of increasing trade demands for moisture tests to reveal the storage, dry matter, and mixing properties of grain. Adoption of the electric moisture meter has made it possible, says the Bureau of Agricultural Economics, to meet promptly this increased demand for moisture tests.

Research by the bureau has shown conclusively, it is stated, that "the electric meter tests are consistently more accurate and more uniform than those made with the Brown-Duvel device, with exceptions in the cases of new mixes of wet and dry corn, of freshly kiln-dried corn, and of corn that is badly out of condition."

Federal grain supervisors and licensed grain inspectors have been instructed by the bureau to use the Brown-Duvel moisture tester to determine the moisture content of newly made mixtures of wet and dry corn and of freshly kiln-dried corn. Tests of high-moisture corn may be made with the Tag-Heppenstall electric meter.

The bureau's instructions for corn moisture tests are based upon extensive and continuing research as to the efficiency of both moisture testing devices as measured against the so-called water-oven method which is the basic official method prescribed in the Federal grain standards.

-oOo-

ILLINOIS SAYS FAVORABLE FACTORS DOMINATE OUTLOOK

Favorable factors outnumber the unfavorable 10 to 4 in the 1936 agricultural outlook report for Illinois as prepared by Illinois College of Agriculture. The outlook, it is stated, promises further increases in the demand for farm products; the increased activity indicated for building constructions is a very favorable sign, and livestock prices are expected to remain high in relation to grain prices at least until new crops are available. Unemployment, however, is still at a high level, and the foreign demand for agricultural products shows but little improvement.

The 10 favorable outlook factors are: (1) Business activity has been increasing since March, 1933, and is expected to be higher in 1936 than in 1935. (2) The wholesale price level in the United States seems likely to be well maintained during 1936. (3) The average level of wholesale prices in important foreign countries continues steady. (4) The movement in industrial production is upward in practically all commercial countries. (5) Business failures in the United States are declining.

(6) The supply of credit available for farmers in 1936 will be larger, relative to needs, than for several years. (7) Debt delinquency is declining. (8) Purchasing power of farm products has continued to improve. (9) Increases are expected for 1936 in automobile production, railway expenditures and building construction. (10) Corporation earnings and dividends were larger in 1935 than in 1934, and the expectation is that they will continue upward in 1936.

The 4 unfavorable factors are: (1) While considerable increases in residential building may be expected in 1936, the amount of privately financed non-residential building will probably continue to be relatively small. (2) Trade barriers will continue to restrict the 1936 volume of agricultural exports. (3) There is still a large amount of unemployment. (4) The general decline in farm taxes from 1930 to 1934 has apparently come to an end.

GERMANY PUTS TEXTILE
INDUSTRY ON QUOTA BASIS

A new textile spinning law, effective in Germany January 1, 1936, puts all of the fiber spinning industry on a regulated quota basis. The government will fix basic mill consumption contingents for all factories using animal and vegetable fibers for spinning, and will announce quarterly the percentage of the basic contingents which may be drawn upon.

The placing of all fiber consuming industries on a regulated quantitative basis is expected to restrict use of imported fibers. By limiting the use of imported raw materials it is hoped to expand the consumption of domestically produced fibers, especially artificial fibers made in Germany. The law is designed also to facilitate adjustment of mill consumption to available supplies.

-oOo-

NEW JERSEY FARM INCOME
WAS RAISED LAST YEAR

New Jersey farmers received 5 to 8 percent more income in 1935 than in 1934, reports Allen G. Waller, New Jersey College of Agriculture. Total income from principal crops and livestock products is estimated at \$78,000,000 compared to \$72,000,000 in 1934. Stating that expenditures in general were much the same, Prof. Waller says "there was a slight increase in net income."

Slightly better prices for milk and poultry products accounted for some of the increase, and returns from vegetables were higher than in 1934.

-oOo-

REVISED RULES AND REGULATIONS governing the inspection and certification of hay and straw, for class and grade, have been issued by the Secretary of Agriculture, effective January 2.

PRODUCTION OF WOOL in 24 countries in 1935 was about 3 percent smaller than in 1934. Because of the decrease in wool stocks in several countries, available supplies have been reduced somewhat more than has the total production. Apparent wool supplies to be disposed of in the remainder of the 1935-36 season in 4 important exporting countries are about 13 percent less than at this time a year ago.

A CENTRAL AUCTION MARKET for livestock was established in Louisiana last year.

ADVANCING PRICES OF EGGS have resulted in an increased demand for medium and small sizes, with the result that both fresh and storage stocks of those grades on the Pacific Coast have been insufficient for immediate needs, according to the Federal-State Market News Service at California Department of Agriculture.

PEARS precooled before shipment and loaded tightly in the car, need no ice after the bunkers are filled at the start, says California College of Agriculture, reporting that "such fruit arrived on eastern markets in much better shape than that iced daily without pre-cooling, or that precooled and loaded by the old method, even though iced en route."

PURPOSES OF CALIFORNIA'S EGG STANDARDIZATION LAW

By C. A. Wirth,
California Department of Agriculture

So that Mr. and Mrs. Egg Consumer may know what they are buying when they purchase a dozen eggs from their local market or the corner grocery store, the State of California has established certain standards that all eggs sold must meet. Therefore, it becomes the responsibility of the egg dealer to candle carefully all the eggs he has received from the producer to determine the exact quality and to weigh the eggs in order to determine the size.

After these eggs have been delivered to the retailer or the grocerymen, it is then necessary for the seller--whether he is in a roadside stand or the largest of markets, to inform the consumer as to the exact quality and size of the eggs that are being sold. This must be done by marking the cartons with grade designations, or by displaying a sign stating what size and grade of egg is being offered for sale.

When the exact grade designations are not placed on the carton or sign, the eggs then are required to be Large in size and Extra in quality, the average good grade of eggs that the housewife expects to buy. This allows the use of some special brand name or simply the word "Eggs," or "Selected Eggs."

If the words "Fresh Eggs" are used on the carton and sign, or the buyer is told that the eggs are fresh, they cannot be eggs that have been placed in storage. The California law reads very plainly that storage eggs cannot be sold as fresh eggs or represented to be fresh eggs.

The quality grade known as Extras is the ordinary commercial grade of eggs sold. A slightly better grade of eggs is called Specials, and, as a rule, this grade sells for a higher price when packed in dated cartons or under a certification either by the Federal inspectors or a guarantee from the firm selling the eggs, that they are not over a week old.

When eggs have been held for some time so that the air cell is over one-fourth inch in depth, they are known as Standards and when sold must be clearly labeled as such.

Any of the quality grades--Specials, Extras and Standards, may be graded as to size and weight into Large, Mediums and Smalls.

When the exact size of the eggs is not designated on the carton, it means that they are "Large." It would necessarily follow that when smaller sizes are sold, the carton or sign must be plainly marked so that the buyer will know definitely what he is buying.

The Agricultural Commissioners offices of the various counties on September 15, 1935, and the state department of agriculture, bureau of fruit and vegetable standardization were by the legislature through amendments to the egg standardization law, given the responsibility for enforcement of egg standards. A vigorous campaign is being carried on in all counties of the state. This campaign has already resulted in many violations being found, and conditions are rapidly being corrected.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

January 15, 1936

Vol. 16, No. 3

PENNSYLVANIA MARKETS BUREAU

INCREASES ACTIVITIES IN YEAR

Pennsylvania Bureau of Markets, summarizing its activities during the past year, says:

"More poultry was inspected for the improvement of breeds during 1935 than in the previous year and the smallest percentage of culls was found since the work started in 1924. The staff of milk plant investigators was doubled during the year in order to make possible a more frequent check upon the accuracy of butterfat tests and weights of milk delivered by producers. Hundreds of milk plant investigations have been made and many prosecutions instituted resulting in rebates to farmers for under-payments.

"In fruit and vegetable inspection, more carloads of these products were certified by Federal-State inspectors in 1935 than in 1934, and the amount of cannery raw products sold by grade under official supervision was the greatest on record.

"Potato growers in many of the important potato counties of Pennsylvania, realizing that the highest market returns are often received for graded potatoes shipped in from other states, have set up cooperative grading and marketing organizations in an effort to improve local demand for high quality Pennsylvania potatoes.

"Grading demonstrations held under the director of extension specialists of Pennsylvania State College have helped farmers meet the grade requirements as demanded by the market in greater volume today. It has been found necessary to pool the crops of growers in a particular locality in order to cut down the cost of grading and marketing. The united effort of the growers also insures a uniform quality and grade of sufficient volume to meet the needs of the larger market outlets.

"Bureau inspectors located at various shipping points report net returns to growers have ranged from 10 to 30 cents more per hundred-weight from the graded method of selling over the prices being paid for 'partly-graded' stock sold to hucksters or local buyers."

-o0o-

CONSUMERS AIDED BY

HOME ECONOMICS RESEARCH

Consumer problems have been the main line of research in the Bureau of Home Economics during the past year, says the chief of bureau, Dr. Louise Stanley, in her annual report to the Secretary of Agriculture.

"If production is to meet consumer needs," Doctor Stanley points out, "studies of this bureau are basic in showing what should be pro-

duced, qualities demanded in commodities and materials developed from them, and quantities necessary to supply national needs. Although in the past consumer use has influenced production, planned production - based on consumer need and forecasts of probable consumer demand - is now suggested as providing a closer fit between production and consumption, with greater return to producers and greater satisfaction to consumers."

The basic purpose of the bureau's program, which is to raise national levels of living by encouraging more satisfactory and effective consumption, is served in part by the bureau's nutrition studies, its studies of food quality, of textile fabric quality, and of household equipment, says the report.

-oOo-

ENGLAND HAS POTATO CONTROL PLAN TO AID HOME INDUSTRY

England has attempted potato control since last March as a means of preventing over-production and limiting imports, L. A. Bevan, New Jersey College of Agriculture extension marketing specialist recently told the Rutgers Institute of Rural Economics at New Brunswick.

England's control plan, operated by a board of 30 producers, requires all growers of one or more acres to register, he said. Potatoes may be sold only through dealers authorized to sell by the board. Growers failing to register are prevented from selling potatoes for human consumption. Each grower is given a basic acreage, based on past production, and he is required to pay the board at the rate of \$1.25 per acre on his base. Growers who increase the acreage of their base are required to pay the board at the rate of \$20 per acre. When markets are glutted, the board may prevent sales of small potatoes, but it has no authority to regulate prices or limit acreage otherwise.

England, according to Mr. Bevan, has limited imports by this plan but it has not solved the problem of over-production. He said it is too early to draw conclusions as to the ultimate value of the plan, although "it has had a steadying effect upon the individual farmer and there has been little trouble with non-compliance." The speaker added that backers of the plan, which was conceived by growers and is financed by them, believe "some sort of compulsion" must be made available to the board.

-oOo-

NEW YORK MARKETS BUREAU DIRECTOR WOULD CONTROL MILK

The New York State farmer "needs the proposed order to govern interstate shipment of milk to make the milk control law of the State most effective for his benefit," according to Director Webster J. Birdsaal of New York State Bureau of Markets. He says:

"The attempt to regulate the entire milk industry of the State of New York to the general benefit of its citizens has been seriously handicapped through lack of jurisdiction over milk produced without its boundaries and shipped into New York-New Jersey metropolitan marketing area." The proposed order would "coordinate the activities of the several states within the marketing area and equalize prices." It "does

not abrogate state rights to control retail prices within State boundaries, nor is there any attempt at control of production. The order can be amended only upon the approval of two-thirds of all the farmers affected thereby, and the Secretary of Agriculture is required to terminate such an order when requested by a majority of the farmers in number and volume of commodity affected by the agreement."

-oOo-

MICHIGAN GIVES RESULTS OF FARM BUSINESS IN 1934

Michigan State College has just issued its "1934 Annual Farm Business Report" giving average results obtained on 845 account-keeping farms in 12 type-of-farming areas in the State.

In a summary it is stated that "although it was a year of drought, the increase in prices and the benefit payments received under the reduction programs of the AAA resulted in the second successive year of increase in cash income since 1932. For 1934 the total cash receipts were \$2,389 a farm. In addition, due primarily to the rise in prices the average inventory increased \$252 in value.

"Production costs also increased. For 1934 the average cash outlay for operating and maintaining the farm was \$1,324. The net cash income of \$1,065 represents the amount of money provided by the farm business for living expenses and for interest and principal payments on any indebtedness.***The average operator earned 6.21 percent interest on an investment of \$12,200 after covering all charges including hired man wages for himself. The average operator earned \$565 as pay for his labor, management, and risk after covering all charges including 5 percent interest on the investment."

-oOo-

SWISS PACT SAID TO FAVOR AMERICAN FARMERS

Under the new trade agreement between the United States and Switzerland, signed January 9, Switzerland agrees to extend benefits in the form of duty reductions, quota increases, and other assurances covering a number of important American agricultural products, according to the U. S. Department of Agriculture. In 1929 Switzerland imported these products from the United States to a total value of \$12,000,000. This trade, largely because of increased import restrictions by Switzerland, had declined to only \$4,000,000 in 1934.

The department says that with gradual improvement in world economic conditions and particularly with improvement in Switzerland, our agricultural exports to Switzerland may be expected to climb toward the 1929 level. Secretary Wallace points out that Switzerland has retaliated strongly against agricultural imports from the United States because of increases in duties on Swiss products in the Smoot-Hawley tariff.

To induce Switzerland to make these concessions on American agricultural products, as well as on a number of industrial products, the United States substantially reduced its duties on a long list of manufactured goods. The principal items involved were watches, dyestuffs,

and certain Swiss textile specialties. The only United States agricultural duty reduced in the agreement was that covering a special Swiss type of cheese. The agreement provides for a reduction in this case from a duty of 7 cents per pound, but not less than 35 percent ad valorem, to 7 cents a pound, but not less than 20 percent ad valorem.

The principal American agricultural products upon which Switzerland makes concessions are lard, wheat, rice, certain fresh and dried fruits, and canned asparagus. In addition, Switzerland agrees to make a very substantial increase in its import quota covering American Douglas fir.

-oOo-

NEW YORK SEES EXTENSION OF CONSUMER-PACKAGING

The tendency of the past few years toward consumer-sized packages has spread recently to include the marketing of potatoes in small and attractive containers," says A. J. Pratt of New York College of Agriculture.

"The poultryman sells eggs in cartons. The vegetable grower ties asparagus and carrots in small bunches. The fruit grower sells cherries in quart baskets, peaches in four-quart baskets, and apples in ring-packs. Why should not the same practice apply to potatoes?" he asks.

"New York farmers are beginning to realize the value of smaller consumer-packages for potatoes and similar products", he says. "Many are thinking about growing less but taking better care of the produce and using modern marketing methods."

-oOo-

CALIFORNIA commercial truck crop growers in 1935 marketed crops valued at \$72,522,000, an increase of \$4,700,000 over the year preceding, according to the Federal-State Crop Reporting Service at California Department of Agriculture.

PROSPECTS ARE THAT SPRING LAMBS sold early next summer before increased hog marketings tend to push down meat prices will bring the best prices, says W. G. Kammlade, Illinois College of Agriculture.

ANY TRUCKER who is not a common carrier and who hauls misbranded seed from one State to peddle it in another State violates the Federal Seed Act, says the U. S. Department of Agriculture. Transporting misbranded seed from one State to another is forbidden by law, but common carrier are exempt. Selling the misbranded seed in interstate commerce is also an offense.

LOUISIANA shipments of fruits and vegetables declined in 1935 owing to a spring freeze and a dry fall. Government figures reveal outbound shipments of 9,905 carloads compared with 11,686 cars in 1934.

WORLD COTTON PRODUCTION ESTIMATES have been reduced by the BAE to 25,600,000 bales - 700,000 bales less than in early November, but about 2,000,000 more than "the unusually small crop of 1934-35."

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

★ JAN 2
U. S. DEPT. OF AGRICULTURE

January 22, 1936

Vol. 16, No. 4

CALIFORNIA AND NEW YORK

AGREE ON ARTICHOKE RACKET CURB

An agreement has been signed by Mayor LaGuardia of New York City and C. J. Carey of California Department of Agriculture aimed at curbing the so-called small artichoke marketing racket in New York City. The agreement provides that "if it is found that any importer or dealer in New York is defrauding or coercing the farmers in California, steps will be taken to prevent the use of the city's produce agencies as a medium to consummate the practice.

"If it is found," the agreement continues, "that consumers in New York City are being defrauded or exploited *** the (California) Department of Agriculture will take appropriate action to prevent irregularities in shipping or distribution by any person doing business within the boundaries of the State of California and according to the provisions of the Produce Dealers Act of that State.

"The California State Department of Agriculture***will, upon the request of the Mayor of the City of New York, conduct such investigations, call such hearings and declare such findings, making such recommendations as may be appropriate in the premises. The City of New York, through its Department of Markets, on complaint or request of the State Department of Agriculture of California, will do likewise."

Mayor LaGuardia and Mr. Carey are also considering the grape marketing racket which Congressman Gearhard of Fresno has charged "is one of the biggest agricultural rackets in the United States."

-oOo-

LIVE-POULTRY DEALERS IN PHILADELPHIA

AND CAMDEN MUST HAVE GOVERNMENT LICENSES

On and after February 19, 1936, live-poultry dealers and handlers of Philadelphia, Pa., and Camden, N. J., must have licenses from the Secretary of Agriculture. The official order reads:

"Pursuant to an order of the Acting Secretary of Agriculture dated January 6, 1936, public notice is hereby given that the following-named cities and markets and places have been designated as subject to the requirements of the Act of Congress approved August 14, 1935 (Public No. 272-74th Cong.) entitled 'An Act to amend the Packers and Stockyards Act,' by adding a new title, 'TITLE V - LIVE POULTRY DEALERS AND HANDLERS':

Philadelphia, Pennsylvania,
Camden, New Jersey; and

1. South Front Street, between Spruce and Pine Streets, Philadelphia, Pennsylvania; and the vicinity thereof.

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.

2. Baltimore and Ohio Railroad Pier No. 62.
3. 1900 South Delaware Avenue, Philadelphia, Pennsylvania.

"The effective date of this designation is February 19, 1936. On and after that date all persons engaged in activities at such cities, markets, and/or places in connection with the handling of live poultry in interstate commerce are required to be licensed by the Secretary of Agriculture as provided for by said amendment and those not so licensed will be subject to the penalties provided therein.

"Copies of the Act and blank applications for securing licenses thereunder may be obtained from C. F. Walker, U. S. Barge Office Bldg., New York, N. Y., or by calling at Room 600, Customhouse Bldg., 2d and Chestnut Streets, Philadelphia, Pa."

-oOo-

JERSEY FARMERS TO MEET ON MARKETING PROBLEMS

Problems facing Jersey farmers in producing and marketing fruits and vegetables will be discussed during a meeting of the State Horticultural Society at Trenton, New Jersey, January 29. The meeting will be held in connection with Agricultural Week.

Prof. L. A. Bevan, New Jersey extension marketing specialist, and W. W. Oley, Chief of New Jersey Bureau of Markets, are among the authorities who will address the session.

-oOo-

NEW YORK SAYS OPTIMISM GOVERNS FARM OUTLOOK

The close tie between industry and agriculture is emphasized in the New York state agricultural outlook for 1936, says New York College of Agriculture, because "industrial activity has an important bearing on the ability of consumers to buy agricultural and other products."

It is stated in the outlook report that "the general price level during the next few years is expected to average higher than in 1935" and that "now appears to be a good time to own good farms, good livestock, and other property."

Further recovery in dairy-farm incomes in 1936 is expected with "a better adjustment of production costs to prices. The decline in the use of fluid milk has evidently been stopped, and some increase in use may reasonably be expected in 1936 because of more employment and higher incomes for consumers.

"Recent improvement in poultry incomes will probably be maintained fairly well this winter," the report continues.

-oOo-

STUDY OF CONNECTICUT APPLE INDUSTRY IS RELEASED

Consumers will find cheerful reading in the facts concerning the Connecticut apple industry issued by Connecticut Department of Agriculture as a result of an FERA orchard survey, says that department. But producers - particularly those who guessed wrong - it is stated,

"will find considerable food for thought and perhaps pessimism, for indications are that the high-priced Connecticut McIntosh of a few years ago may be a sweet memory never to return."

McIntosh apples are by far the most popular variety in Connecticut today, the report reveals. During the past ten years practically 38 percent of all plantings in the State have been confined to this variety. Baldwins are second with 16 percent of the total plantings, and Delicious third with 10 percent. Fifty percent of the McIntosh trees are under 10 years of age.

Commissioner of Agriculture Olcott F. King says the figures conclusively point to a more abundant supply of Connecticut McIntosh for some years to come. The survey shows that the principal commercial apple belt lies in New Haven County and southern Hartford County. Copies of the report may be obtained from Connecticut Department of Agriculture, Hartford, Conn.

-oOo-

NEW YORK FINDS MARKETING IS BIGGEST PROBLEM

Marketing is the biggest problem that confronts New York State farmers, according to Commissioner Peter G. Ten Eyck of New York Department of Agriculture and Markets.

"We need," he says, orderly marketing of all produce over the entire year, and thus prevent throwing any one product on the market at any one time." Discussing standardization, he says "the question of establishing a state grade of apples to be known as New York State Fancy, or some other similar name, should be given full consideration for the purpose of advertising New York State apples and placing them at least on an equal footing with the apples coming into the State markets from out of the State.

"Standard packing container and grading as to size, color, variety of pack, residue and regulating of shipments to prevent glutting of the market, the same as the citrus fruit growers of California are doing, should be considered."

-oOo-

CALIFORNIA IS REGULATING SHIPMENTS OF CITRUS

California Department of Agriculture, acting under authority of the California AAA, issued a license effective January 14 regulating shipments of oranges and grapefruit grown and marketed in California.

The license places in effect upon intrastate shipments the same regulatory provisions applying on interstate shipments by order of the Secretary of Agriculture which became effective January 13.

The license gives the State Director of Agriculture authority to fix on a week to week basis the quantity of California grown oranges and grapefruit which may be marketed within the specified period by all shippers.

The license includes certain restrictions upon the Director to protect the interests of consumers with regard to prices of oranges and grapefruit.

NORTHEASTERN POULTRY COUNCIL
TO MEET IN NEW YORK CITY

The Fifth Annual Convention of the Northeastern Poultry Producers Council and the Poultry Industries Exposition will be held at Commerce Hall, Port Authority Building, New York City, February 4-8.

Highlights of the conference will include greetings by Mayor LaGuardia and a response to James E. Rice, President, Northeastern Poultry Producers Council on the significance of the Poultry Industries Exposition to the producer. The significance of the Council and the Exposition from an educational standpoint will be discussed by Dr. C. H. Lane, Office of Education, U. S. Department of Interior, their significance from a business standpoint by C. L. Poole, President, New York Mercantile Exchange, and their significance to the consumer by Miss Katharine Fisher, Director, Good Housekeeping Institute.

There will be group conferences on poultry identification and protection, state egg inspectors and graders, poultry cost accounting, egg legislation, egg grading, poultry statistics, cooperative marketing, baby chick auctions, and related topics. A special program for consumers will be conducted, in which national food authorities, outstanding chefs from leading hotels in New York City, and home economics specialists from the northeastern states will participate.

-oOo-

THE PROBLEM OF REPORTING WHOLESALE PRICES OF BUTTER is exposed by L. M. Davis, marketing specialist, in a mimeographed report obtainable from the Bureau of Agricultural Economics.

CALIFORNIA DEPARTMENT OF AGRICULTURE reports that new State laws made a part of the Agricultural Code provide that all butter sold to the retail trade in California must be labeled as to quality.

GERMANY TO BUY FEWER APPLES AND PEARS, says the Bureau of Agricultural Economics, which estimates German imports of American apples and pears during the 1935-36 season at 426,000 bushels of apples and 13,000 bushels of pears. In 1934-35 Germany imported 639,000 bushels of American apples and 17,000 bushels of pears. Drastic restrictions on imports are given as the reason for the expected decline in purchases this season.

RESULTS of a study of ranch organization and operation in north-central Texas have been published in a mimeographed report by the Bureau of Agricultural Economics and Bureau of Animal Industry.

A MARKETING AGREEMENT for handlers of milk in the Greater Boston, Mass. marketing area has been approved tentatively by Secretary Wallace and sent to the industry for signature. The agreement is designed to replace the existing license for milk distributors which has provided the area with a milk marketing plan for the last two years.

Sm

STATE AND FEDERAL

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL

ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

U. S. Department of Agriculture

January 29, 1936

Vol. 16, No. 5

DELAWARE MARKETS BUREAU ISSUES ANNUAL REPORT

Services by Delaware Bureau of Markets during the past year included official shipping point inspection and certification, market news assistance, organization assistance, transportation assistance, standardization of grades, investigating marketing practices, advertising Delaware products, issuing market advice, collecting claims in cooperation with the U. S. Department of Agriculture, and supplying the names and credit ratings of the various buyers and dealers in terminal markets to growers and shippers.

The Delaware bureau, says Director W. T. Derickson in his annual report, "rendered a service which was unsurpassed by the Bureau of Markets in any other State in securing accurate information in the various terminal markets in the eastern part of the United States covering prevailing prices of the various commodities, whether the supplies were light or heavy and whether the demand was strong or weak. Through special arrangements this information was received early each morning so our Delaware shippers and producers could be guided in their daily shipments in order to take advantage of any price improvement in the markets."

About 206,000 bushels of Delaware products were inspected and certified during the year. They included early and late apples, white potatoes, peaches, pears and sweet potatoes. The bureau enforced a new law aimed at preventing the shipment of cantaloupes for edible purposes, unless such cantaloupes contain an 8 percent sugar content.

-oJo-

MARKETING AGREEMENTS NOT AFFECTED BY SUPREME COURT RULING

The Comptroller General's ruling clarifying the status of appropriations for administrative expenses of the Agricultural Adjustment Act in the light of the Supreme Court's decision on processing taxes and production control, has assured continuance of those programs which relate to marketing agreements and orders, removal of surplus farm products, increasing export markets, and eradication of diseases in dairy and beef cattle, the AAA has announced.

Administrator Chester C. Davis reports that licenses are in effect for milk distribution in 30 marketing areas. In addition, a marketing agreement and license is in effect for the evaporated milk industry, and an agreement and license is in effect for the dry skim milk industry. It is contemplated that milk marketing agreements and licenses, issued

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.

under the provisions of the Agricultural Adjustment Act before it was amended last August, will be supplanted by marketing agreements and orders under the Act as amended.

A total of 13 marketing agreements and 12 licenses are in effect for shippers of fruits and vegetables. Revised programs involving marketing agreements and orders are contemplated by growers and handlers to supplant existing agreements and licenses which were developed before the Act was amended.

-oOo-

TEXAS CITRUS

SEASON IS EXTENDED

The season for shipping citrus fruit from Texas under the Mexican fruit fly quarantine regulations which apply to Brooks, Willacy, Cameron, and Hidalgo counties, has been extended provisionally by the Federal Bureau of Entomology and Plant Quarantine to March 31. The proviso is that should conditions of reinfestation occur or should growers fail to observe sanitary requirements and fail to comply with cleanup restrictions, it may be necessary to set an earlier date.

-oOo-

NEW JERSEY ENDORSES

SOIL CONSERVATION PROGRAM

The reported intention of the Administration to make soil conservation the foundation of its new approach to a solution of the farm problem "offers a tremendous opportunity to place the economics of American agriculture on a sounder basis, and to conserve the soil resources of the Nation," says Dr. J. H. Lipman, New Jersey College of Agriculture.

"Soil conservation should not be regarded merely as a means of continuing benefit payments to effectuate a production control program," he adds, but to check the "appalling waste of our soil resources." Adoption of a "sound program", he says, "would solve the problem of surpluses by retiring many thousands of acres of land unsuited for crop production in light of present economic conditions."

-oOo-

NEW YORK RECOMMENDS

WOOD GRADING LAW

A law for the grading of fuel wood is being urged by Prof. Raymond J. Hoyle of New York State College of Forestry. The most common and effective wood for fuel in New York is maple, birch, beech and oak. Oak has a slightly higher heating value than the others but it is less frequently found in the average cord of fuel wood. Prof. Hoyle states that black locust will give off the most heat per unit and that cedar, which is a softwood, gives off the least heat of many woods tested. A system of standards similar to that for lumber is recommended.

-oOo-

A HANDBOOK of official United States standards for beans may be obtained from the Bureau of Agricultural Economics.

NEW ORLEANS LIVESTOCK RECEIPTS SHOW GAIN

A marked increase in receipts of livestock at New Orleans stock-yards during the past year is reported by B. B. Jones, Louisiana Extension Service. There was a large increase in grown cattle supplies, a slight increase in calves, a slight loss in hogs and a good increase in sheep. The increase in cattle and calve receipts from the State of Louisiana was most noticeable, he says, the supplies of cattle being four times the supply in 1934, and of calves seven times.

A slight increase in carlots of fruits and vegetables unloaded in New Orleans from 39 States and 5 foreign countries is also reported.

-oOo-

IOWA REPORTS PACKERS NARROW MARGIN AFTER TAX REMOVAL

Packers narrowed their margin on hogs nearly the full amount of the processing tax, following the recent Supreme Court decision, according to Prof. Geoffrey S. Shepard, Iowa State College, citing market reports of the Bureau of Agricultural Economics. Hog prices rose strongly the day the tax was abolished, he says, and this stimulated a great increase in hog shipments. The increased shipments "depressed the prices of hog products at wholesale, while the price of hogs, after its initial rise, remained about steady."

The day after the Supreme Court decision, hog prices advanced sharply, although unevenly at the various markets. "One would not expect them to rise the full \$2.25," he says, "because the packers had already jumped the gun and narrowed their margins about \$1 per 100 pounds before the Supreme Court decision was announced."

In the first week of December, packer net margins at Chicago dropped from 83 cents the week before, to 46 cents. In the second week they fell to 37 cents, in the third to less than nothing (minus 6 cents), in the fourth to minus 12 cents. In the first week of January, 1936, they fell to minus 23 cents. The total margin in other words, was \$2.25 minus 23 cents, or \$2.02.

The packer margins on the day of the Supreme Court decision were \$2.43. The next day they fell to \$1.81. During the remainder of the week they declined to \$1.15, or to within 40 cents of their normal level. "It seems likely," says Prof. Shepherd, "that the narrowing will continue until the margin is no wider than normal."

-oCo-

CALIFORNIA ISSUES RULES FOR HIRING PEST ERADICATORS

California Department of Agriculture has issued rules and regulations governing the business of agricultural pest control and eradication for hire in the State. County agricultural commissioners are authorized by the Agricultural Code to issue certificates to all persons engaged in commercial pest control or eradication who, upon examination, are found qualified to do the work.

The rules and regulations apply to all persons engaging for hire in the business of eradicating or controlling pests, engaging for hire

in the fumigation of citrus, walnut or avocado trees, or spraying or dusting agricultural crops, and all persons engaging for hire in the business of rodent control, or tree surgery for pest control purposes.

-oOo-

BOSTON POULTRY DEALERS
MUST BE LICENSED

On and after February 26, 1936, live poultry dealers and handlers of Boston and eight other cities in Massachusetts must have licenses from the Secretary of Agriculture. The official order reads:

"Pursuant to an order of the Acting Secretary of Agriculture, dated January 23, 1936, public notice is hereby given that the following-named cities and markets and places have been designated as subject to the requirements of the Act of Congress approved August 14, 1935 (Public No. 272-74th Cong.) entitled 'An Act to amend the Packers and Stockyards Act,' by adding a new title, 'TITLE V-LIVE POULTRY DEALERS AND HANDLERS':

Boston, Massachusetts, including East Boston,
Charlestown, and Dorchester, but not
excluding other points not named within
the city limits of Boston.

Chelsea, Cambridge, Canton, Lynn, Malden, Revere,
Somerville, and Brockton, all in the
State of Massachusetts.

"The effective date of this designation is February 26, 1936. On and after that date all persons engaged in activities at such cities, markets, and/or places in connection with the handling of live poultry in interstate commerce are required to be licensed by the Secretary of Agriculture as provided for by said amendment and those not so licensed will be subject to the penalties provided therein.

"Copies of the Act and blank applications for securing licenses thereunder may be obtained from C. F. Walker, U. S. Barge Office Bldg., New York, N.Y., or by calling at Room 2002, Customhouse Bldg., Boston, Mass."

-oOo-

RECENT PRESS RELEASES by the Bureau of Agricultural Economics report that the downtrend in hog production has been checked; that increased production of dairy products is in prospect in view of the improved feed situation and the highest December butter and cheese prices since 1929; that laying hens were showing high seasonal egg production on January 1; that farm hands are getting the highest winter pay in four years, and that all farm regions shared in the "considerably larger" cash receipts from sales of principal farm products in November compared with November 1934.

COTTON GRADE AND STAPLE REPORTS will be released by the Bureau of Agricultural Economics on October 30 and November 27, 1936, and January 8 and April 16, 1937.

IT COSTS ONE HUNDRED DOLLARS to raise a dairy heifer to two years of age, according to farm account records of 52 New York dairy farms in 1934.

STATE AND FEDERAL

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 5, 1936

LIBRARY
Vol. 16, No. 6
★ FEB 17 1936 ★
U. S. Department of Agriculture

CALIFORNIA MARKETS DIVISION
REPORTS ON YEAR'S WORK

Principal work of California Division of Markets during 1935 dealt with developments under five new marketing laws enacted by the 1935 legislature, covering all the major agricultural commodities, reports Theodore Macklin, Chief.

These laws are: Stabilization and marketing of fluid milk and fluid cream; production and marketing of manufactured dairy products; California Agricultural Adjustment Act; marketing of milk and other dairy products, and California Marketing Agreement Act.

At the end of the year three stabilization and marketing plans for fluid milk were in effect, covering the marketing area of San Joaquin County, Sacramento, and Alameda County, and a marketing agreement for fluid cream in the Sacramento marketing area.

The ice cream industry of the Bay Area drafted a marketing agreement for tentative consideration under the law dealing with production and marketing of manufactured dairy products, but the Attorney General rendered an opinion the law was unconstitutional, and no further action was taken. Further development awaits an action in mandate by some industry intent upon use of the law.

Five industries took steps to avail themselves of the provisions of the California Agricultural Adjustment Act. The Gravenstein apple industry started action, but it was too late to institute a 1935 control program. The Alameda County fluid milk industry applied for assistance under the law, but later decided to proceed under the Milk Control Act. The olive canning industry applied for State control, and a joint Federal-State hearing was held, but the response by olive producers was deemed inadequate by Federal officials. No Federal program was instituted, and the industry was unable to proceed further.

The walnut industry applied for control under the Adjustment Act, and most of the 1935 crop was marketed under Federal-State programs. The orange and grapefruit industry applied under the Act, and a State license was made effective January 14, 1936.

The law dealing with the marketing of milk and other dairy products contains provisions requiring monthly reports from all distributors and manufacturers, and the filing of contracts between distributors and producers specifying price and terms. Licenses were obtained by 1,535 distributors, and 1,812 producers were registered.

Officials of the baking industry in California prepared a market-

ing agreement under the California Marketing Agreement Act. Subsequently, an amended agreement was submitted to the Attorney General for consideration of constitutionality of the law. He has not yet rendered an opinion. Opinion of the Attorney General is awaited also in connection with a tentative agreement covering the deciduous fruit and almond nursery stock industry.

-oOo-

MANY MARKETING STUDIES ON FLUID MILK AND CREAM

During the past quarter century, 267 dairy marketing projects, completed or in progress, have been undertaken in the United States, reports S. C. Hudson, New York College of Agriculture. Of these, 167 have concerned the marketing of fluid milk and cream. As to the marketing of fluid milk, three-fourths of the research before 1915 was of the supply and use type, much of it concerned with the quality of the milk supply.

During and directly after the World War, many public investigations were undertaken. During this period, also, came the first studies of costs, prices, and market structure. During the period 1921-25 the first studies of consumption and demand appeared. Between 1925 and 1930 there was a large increase in research activity, notably in studies of costs, profits, and financial organization, and of cooperative organization. More work was done during the years 1931-35 than in any other four-year period, most attention being given to supply and use in studies of fluid milk and cream.

Thirty-six percent of the research projects over the entire period has been carried on in the North Atlantic States, and 35 percent in the North Central States. Fifty-one percent of the studies of fluid milk and cream, and 11 percent of the studies of manufactured dairy products have been conducted in the North Atlantic area. The North Central area has contributed 27 percent of the research on fluid milk and cream, and 48 percent on all projects on the marketing of manufactured dairy products.

-oOo-

LOUISIANA SWEETPOTATO INDUSTRY IS GROWING

Producing and shipping sweetpotatoes is one of Louisiana's fastest growing agricultural industries, reports B. B. Jones, Louisiana Extension Service. Carlot shipments in 1935 were twice those of five years ago. Mr. Jones says that much educational work has been done to acquaint northern people with Louisiana grown yams, and that once the northern consumer "got a good taste of the southern yam he became a regular buyer. Good grading, inspection and proper packaging have helped enlarge the markets."

-oOo-

A STATISTICAL BULLETIN entitled "Car-lot Shipments of Fruits and Vegetables from Stations in the United States for the Calendar Years 1932 and 1933" has been issued by the Bureau of Agricultural Economics.

NEW JERSEY URGES
DIRECT MARKETING

The direct sale by the grower to the organized retailer "is the greatest single possibility in the improvement of our markets," Frank App, President, New Jersey Farm Bureau, recently told the Rutgers Institute of Rural Economics in session at New Brunswick. "The grower," he continued, "must place himself in a position to control and influence the merchandizing of his product. This can be done only through organized selling which will merchandize directly to the organized buyer.

"The terminal markets, the organized retailer and the f.o.b. buyer are all demanding a graded package that can be described through Federal standards. California carrots can be found on our eastern markets every month of the year. Peas from Washington and Oregon are sold in New York at the same time peas are sold by growers of New York State. This is possible because of the excellent grade and package the vegetable producers from distant areas are shipping to our large nearby markets."

-oOo-

NORTH DAKOTA SEES HIGHER
BUYING POWER OF MEAT ANIMALS

Meat animals had a higher purchasing power than crops in 1935, and that relationship is likely to continue through much of 1936," says Harry Anderson, North Dakota Extension Service.

Increased spring pig farrowings, he believes, may be reflected in lower average hog prices the latter part of 1936, but "sheep numbers continue on a downward trend, fewer lambs are on feed than in 1935, and sheep owners are likely to find favorable markets for their lambs and wool in 1936. Dairy cattle are fewer in 1936. The favorable prices of meat animals have been reflected in lower dairy production. Recent improvement in butter prices has stimulated more liberal feeding. Milk production in 1936 is expected to average 4 to 5 percent higher than in 1935. Prices for choice-grade fed cattle may average lower this season than in 1935, but the lower grades may rise seasonally and average as high as in 1935."

-oOo-

CHICAGO POULTRY DEALERS
UNDER FEDERAL LICENSE

Chicago has been designated as a live-poultry market subject to Federal supervision under the amended Packers and Stockyards Act. The formal announcement by the Department of Agriculture follows:

"Pursuant to an order of the Acting Secretary of Agriculture, dated January 23, 1936, public notice is hereby given that the following-named city has been designated as subject to the requirements of the Act of Congress approved August 14, 1935 (Public No. 272-74th Cong.) entitled 'An Act to amend the Packers and Stockyards Act,' by adding a new title, 'TITLE V-

LIVE POULTRY DEALERS AND HANDLERS':

Chicago, Illinois.

"The effective date of this designation is March 4, 1936. On and after that date all persons engaged in activities in Chicago, Ill., in connection with the handling of live poultry in interstate commerce are required to be licensed by the Secretary of Agriculture as provided for by said amendment and those not so licensed will be subject to the penalties provided therein.

"Copies of the Act and blank applications for securing licenses thereunder may be obtained from V. E. Foster, 999 Exchange Avenue, Union Stock Yards, Chicago, Ill."

-oOo-

THE BUREAU OF AGRICULTURAL ECONOMICS recently reported that the farm price index was 109 on January 15, compared with 110 on December 15, and 107 on January 15 a year ago; that a marked reduction in the world supply of wheat between now and July 1 is in prospect; that farmers' cash income from sales of farm products was \$598,000,000 in December, compared with \$660,000,000 in November, and \$473,000,000 in December a year ago; that construction of 14 new public terminal elevators in port cities of Argentina has been authorized by the Argentine government, and that the first series of Colonial wool sales for 1936 closed in London on January 30 with "an excellent tone", prices for all descriptions showing substantial increases compared with the close of the preceding series.

THE FARM CREDIT ADMINISTRATION recently reported that 10,700 cooperative marketing and supply buying associations listed by its Cooperative Division did a total business of \$1,530,000,000 during the marketing season 1934-35, an increase of 12.1 percent over 1933-34 figures; that the number of farms bought from the 12 Federal land banks by farmers and investors in 1935 was almost double the number for 1934 and more than double that for 1933; and that farmers' interest payments on Land Bank Commissioner's loans registered another substantial gain during the last quarter of 1935

MIMEOGRAPHED REPORTS recently issued by the Bureau of Agricultural Economics include "Uses and Products Made of Corn"; "Cost of Production of Sweet Corn"; "Statistics Relating to the Grapefruit Industry - 1935"; "Studies of Terminal Marketing Problems" by Frederick V. Waugh; "A National Program of Farm Management Research" by C. L. Holmes; "Agricultural Policy and the Economist" by A. G. Black; "Developments in Marketing - 1935" by A. G. Black; "Cotton Production in Mexico" by P. K. Norris; "A Study of Ranch Organization and Operation in North-Central Texas"; "Barley Handbook", and "Livestock Financing in the United States - a Bibliography".

UNITED STATES STANDARDS for California and Arizona grapefruit, and for California and Arizona oranges have been issued by the Bureau of Agricultural Economics.

NEW HAMPSHIRE DEPARTMENT OF AGRICULTURE, the Extension Service, and the Farm Bureaus are holding this month a series of meetings for discussions on the production and marketing of maple syrup and maple products.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

RECEIVED

★ FEB 21 1936 ★
U. S. Department of Agriculture

February 12, 1936

Vol. 16, No. 7

NEW JERSEY DAIRYMEN ENDORSE PRICE REGULATIONS

Strict enforcement of price regulations by New Jersey Milk Control Board was favored by the United Milk Producers of New Jersey in recent annual session at Trenton.

The Canadian Reciprocal Treaty was also discussed at the meeting. This treaty "will have very little effect on New Jersey's dairy industry," declared Henry Keller, Jr., agricultural economist at Rutgers University. Pointing out that "the one factor that might affect dairy products prices in New Jersey is the new rate on cream," he said the the first million and a half gallons of this product may now come into this country from Canada at 35 cents a gallon. He went on to say, however, that the effect of the treaty will not be clearly apparent for a long time, or until its effects on American business as a whole are ascertained.

Several speakers expressed the opinion that dairy farmers must turn to profitable side lines that can be added to their present operations without the addition of expensive equipment, costly buildings or added costs for labor. One dairyman reported that a modest acreage of potatoes has enabled him to increase his farm income, without the adding of extra farm labor expense. Another said that a poultry flock is a profitable avenue for the marketing of surplus grains not needed by the dairy herd.

-oOo-

NEW YORK ATTACKING MARKETING "RACKETS"

The artichoke racket in New York "is now dead", reports Commissioner William Fellowes Morgan, Jr., of New York City public markets. Artichokes may be bought now at the rate of three for five cents, as compared with a charge of five cents each before Mayor LaGuardia's drive on dealers in that commodity.

Referring to the live poultry industry, Commissioner Morgan says the three "major" rackets have been in cooping, trucking, and supplying feed. "The only dent I have been able to make in any of these," he says, "is in the feed racket. Poultry dealers can now buy feed on the open market."

The Commissioner says that an egg hauling racket has recently been broken up.

-oOo-

WRITE THE BAE for crop reporting dates, just released, for 1936.

U. S. DEPT. OF AGRICULTURE LIBRARY
Attn., Miss Trolinger,
Washington, D. C.

POTATO SITUATION IMPROVED
SAYS FEDERAL BUREAU

Better prospects for potato growers are evident, says the Bureau of Agricultural Economics. Prices are higher than at this time a year ago; they are expected to improve further in view of the more favorable supply and demand situation.

The supply of old potatoes is reported much less than a year ago, and the acreage of new potatoes in Southern States may be the smallest since 1933. Current conditions are reported similar to the situation in 1934 when farm prices advanced during February and March.

Prospects for an early potato crop of about 35,000,000 bushels compared with 38,094,000 in 1935, and 42,799,000 bushels in 1934, should help the farm price in late spring also, it is stated.

Growers in late producing states have not reported their planting intentions, but acreage reduction there is considered as likely in view of low prices the last two seasons.

-oOo-

NEW YORK SEES FARM CREDIT
OUTLOOK IMPROVED

The rise in the general price level during the past three years, accompanied by the rise in prices paid to farmers, is one of the brightest spots in the farm credit outlook, says G. W. Hedlund of Cornell. Farmers are no longer faced with the continual declining prices of 1929 to 1933 which caused the most serious farm credit situation ever experienced, he says. With rising prices, farmers are in better financial condition and debts are easier to pay.

"Many farmers have a good opportunity to reduce their annual interest expense by refinancing their debts," according to Hedlund. "The Federal Land Bank now lends at 4 percent interest and the Land Bank Commissioner at 5 percent. Since little chance exists for interest rates to decline further, there is little point for farmers to delay their refinancing any longer."

-oOo-

CALIFORNIA DAIRYMEN WANT
HIGHER MINIMUM PRICES

Dairymen of San Joaquin County, California, where a milk stabilization and marketing control program is in operation, have asked State Director of Agriculture Brock to approve an amendment seeking to raise the minimum price to be paid producers to 60 cents per pound of milk fat. The price now being paid by distributors is 55 cents.

The petition declares that prices of butter and other dairy products have advanced materially since the approval of the 55 cent basis for milk fat.

The Director has been asked also to approve an increase in the price to be paid by distributors to producers of fluid cream to 56 cents a pound, an advance of 1 cent. Slight advances in the schedule to be paid producers of raw market milk are also proposed.

CONTINUED COTTON PRODUCTIONADJUSTMENT NEEDED, SAYS BUREAU

Continued cotton production adjustments are needed, in view of the uncertainties as to the demand outlook, foreign competition, and conditions of production in the South, according to the Bureau of Agricultural Economics in a report "The Cotton Situation". The bureau points out, however, that if demand conditions justified it, cotton production resources are such that the upward trend in production could be maintained for a long time.

The bureau expresses the belief that complete abandonment of acreage restriction would not effect in one year a full recovery from the level from which acreage was reduced, but says that, with income from cotton continuing as high as in the past year and with other conditions unchanged, "the area planted to cotton probably would soon return to more than 40,000,000 acres."

-oOo-

NEW JERSEY FARMERS PLANNINGBETTER CREDIT FACILITIES

More than 4,000 New Jersey farmers are using approximately \$10,-000,000 of credit obtained from cooperative institutions supervised by the Farm Credit Administration, according to F. F. Hill, deputy governor of the FCA.

"Farmers have begun a long-time program for the more effective use of cooperative credit facilities," he says, adding that since the trend is "toward a greater degree of farmer-management and farmer-control, the farm credit system is being decentralized and farmers are strengthening the local institutions through which loans are made and collected."

-oOo-

PENNSYLVANIA GRADINGACTIVITIES EXPANDED

More than \$2,500,000 worth of Federal-State inspected fruit and vegetable products were sold by Pennsylvania growers in 1935, according to estimates by D. M. James, Pennsylvania Bureau of Markets. The largest increase was in the volume of produce sold to canners. Grading of fresh fruits covered about 80 percent of all rail shipments and many truckloads. Grading potatoes has been more general throughout certain producing sections than in previous years.

Mr. James says that the rapid advance in the standardization program had done much in recent years to establish an enviable reputation for Pennsylvania fruits and canned goods. He says that graded Pennsylvania apples have largely crowded northwestern apples out of Pennsylvania markets, and that well-graded Pennsylvania potatoes have outsold those shipped in from well-advertised potato States.

-oOo-

WRITE THE FARM CREDIT ADMINISTRATION for printed circulars entitled "Selecting and Financing a Farm", and "The Farmers' Own Credit System".

THE BUREAU OF AGRICULTURAL ECONOMICS recently reported that the existing quota on imports of cured pork into the United Kingdom has been extended for a two weeks period ending February 25; that domestic wool prices are likely to continue near the present level during the early months of 1936 at least; that the Palestine orange crop has been greatly damaged by weather; that special barter arrangements with Central European importing countries have increased exports of pork lard, live hogs, and fresh pork from the Danube Basin countries to Germany, Austria, and Czechoslovakia; that cattle in Germany were down to 18,918,000 head on December 3; that world production of grapefruit has increased greatly in the last ten years, and that improvements in railway transportation facilities have made possible a large increase in Chinese exports of flaxseed.

THE AGRICULTURAL ADJUSTMENT ADMINISTRATION recently reported that a public hearing on a proposed marketing agreement and order for handlers of fresh California deciduous tree fruits except apples will be held at Sacramento February 20; that a total of 820 cars was set as the advisable quantity of navel and miscellaneous varieties of oranges to be shipped in interstate commerce and to Canada from California and Arizona during the week of February 2 to February 8; that the license for milk distributors in the Evansville, Indiana, sales area has been terminated; that an order for handlers of milk in the Greater Boston, Massachusetts, marketing area has been issued; that the advisable acreage of Connecticut Valley Shade-Grown Tobacco, United States Type 61 (a), for production in 1936 is 6,300 acres, and that an order providing for a milk marketing program for the St. Louis, Missouri, marketing area has been issued.

A GENERAL ASSEMBLY of representatives of the 72 countries included in the International Institute of Agriculture will be held at Rome, October 5 to 10. The proposals for the program include a discussion of international collaboration in agriculture presented by J. Clyde Marquis, Delegate of the United States. It is proposed to show in this discussion what has been accomplished by international collaboration in agricultural science, statistics, economics and trade. Surveys of the effects of various governmental regulations on agriculture are being made by the Institute and published in its new quarterly on government measures affecting agricultural prices.

"GASOLINE COWBOYS", modern prototypes of cattle rustlers, have been active in California, but California Department of Agriculture even more so in their apprehension. Rustling is reported to be confined to dairy calves grazing near the highways, and an occasional yearling out on the open range. The animals are carried off in small trucks.

NORTH CAROLINA Department of Agriculture inspected 1,327,083 packages of Irish potatoes during the past season. Other shipments inspected included strawberries, snapbeans, corn, apples, huckleberries, dewberries, cantaloupes, lima beans, cabbage, watermelons, tomatoes, and peppers.

DAY-TO-DAY FLUCTUATION in hog prices is probable from now until July 1 while hog supplies are at a low level, says Iowa Extension Service. No pronounced trend either up or down from present levels is expected in the next two months, but short-time ups and downs may be severe, it is stated.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 19, 1936

LIBRARY
RECEIVED
★ MAR 2 - 1936 ★
U. S. Department of Agriculture
Vol. 16, No. 8

NEW YORK FARM PRICES

"BELOW COST OF LIVING"

"Since February, 1933, New York farm prices have risen about to the level they were before the war, with only a limited rise in the cost of living," according to Prof. George F. Warren addressing an audience at Cornell's 29th annual Farm and Home Week. "Thirteen out of twenty of our most important products have risen sixty-nine percent or more," he continued, "but farm prices are still so far below the cost of living that the farmer's position is still far below normal."

Prof. Warren expressed the opinion "there is very little likelihood that the general level of prices of raw materials will decline, and almost a certainty that a rise will occur in the next five to ten years.***Good farms again promise to be good property to own."

Deputy Governor F. F. Hill of the Farm Credit Administration told the assembly that "since the Federal land banks dropped their interest rate to the all-time low of four percent last June, more than 1,000 north-eastern farmers and more than 20,000 in the country as a whole have re-financed their debts with long-term Federal land bank loans."

"Although millions of dollars have been spent on terminals and markets of various sorts during the past decade, only a start has been made in providing the 310 larger cities, and the many country points, with the necessary facilities to market efficiently produce carried both by rail and by truck," declared H. E. Crouch of New York Department of Agriculture and Markets.

The audience was informed by Prof. M. P. Catherwood of Cornell that "in the rural sections of New York, about one-third of the property taxes are for town purposes, one-third for county, and one-third for school uses. The state government is supported almost entirely by other types of taxes."

A good year for maple syrup producers was predicted by Prof. J. A. Cope of Cornell, who urged producers to tap their trees in 1936. Official grades have been established for maple syrup in New York State, and color standards and "attractive labels" made available to producers.

-oOo-

FARM CASH RECEIPTS

GAIN 12 PERCENT IN YEAR

A 12 percent gain last year in farmers' cash receipts from the sale of principal farm products and from rental and benefit payments is reported by the Bureau of Agricultural Economics. Largest gains

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.

were in the eastern corn belt states, in Kentucky, Oklahoma, and in the mountain states. Total receipts from sales of principal farm products and from rental and benefit payments were \$6,832,932,000 in 1935, compared with \$6,102,901,000 in 1934, with \$4,871,608,000 in 1933, and \$4,235,362,000 in 1932.

Smallest improvement in income was in the South Atlantic region. The only states showing reduced income in 1935 were Maine, Nebraska, North Carolina, South Carolina, Florida, Alabama, and New Mexico. Increased farm income last year was due primarily to a 20 percent rise in the general level of farm prices.

-oOo-

IOWA DISCOURAGING EXCESSIVE TURKEY CROP

Many inquiries received by the poultry staff at Ames indicate that Iowa may over-do the turkey business in the next two years and force market prices down, says H. L. Wilcke of Iowa State College. The good profits of last year, he says, have prompted many people to begin or expand turkey production, and this increased supply, combined with larger competitive supplies of beef and pork, will probably reduce their income from turkeys.

Wilcke estimates that the investment required to bring a turkey to market condition runs as high as \$2 on the average. This includes cost of poult, brooding expense, depreciation on buildings and equipment, rent on land, and feed. The figure does not include labor costs.

-oOo-

FEDERAL CORN STANDARDS TO REMAIN UNCHANGED

The U. S. Department of Agriculture has announced that it does not deem advisable at this time a revision of official corn standards to specify the use of a 10/64-inch round-hole sieve instead of the present official 12/16-inch sieve in the determination of "cracked corn and foreign material."

The department recently submitted to the grain industry a proposal made by interested branches of the corn trade to liberalize the grade factor "cracked corn and foreign material" by a change in the corn-sieve specifications. Representations from several branches of the industry indicated a wide divergence of convictions on the subject, whereas the department concluded that no warrant exists for the adoption of the proposed change.

-oOo-

AAA TO COMPLETE PAYMENTS TO FARMERS UNDER CROP PROGRAMS

Field forces of the AAA and producer groups associated with the crop programs have been notified by Administrator Chester C. Davis to resume the task of checking compliance and assembling other data in connection with the \$296,185,000 recently appropriated by Congress to complete pay-

ment to farmers under crop programs. The major portion of the appropriation will be expended to discharge unpaid obligations resulting from contracts entered into during the 1935 and prior adjustment programs. The appropriation also includes funds for discharging moral obligations to producers who, conforming to adjustment programs for 1936 crops, had complied with the requirements of these programs although they had not actually entered into contracts prior to the Supreme Court decision which invalidated part of the work of the AAA.

-oOo-

FARMERS KEEN TO CUT COSTS OF PRODUCTION

Changing economic conditions are making farmers keener than they have ever been before to reduce their production costs, according to S. H. McCrory, Chief, Bureau of Agricultural Engineering, in his recent annual report to Secretary Wallace. Mr. McCrory says the bureau's research work in irrigation, drainage, farm machinery and farm structures tends to make farming more efficient.

In an effort to reduce production costs by balancing crops, live-stock, farm machinery and farm buildings in the farming program, the bureau is reported to have made for a number of years surveys of 108 farms in seven States - Georgia, Michigan, Minnesota, North Carolina, Ohio, South Carolina, and Virginia.

Last year, the engineers concentrated on farm buildings in Ohio.

-oOo-

CALIFORNIA VEGETABLE ACREAGE INCREASED

"The Importance of the California Truck-Crop Industry" is the title of a mimeographed report recently issued by California Extension Service. The author, John B. Schneider, says he believes the size of the industry is particularly significant because of the marked increase in California acreage of vegetables. Acreage of carrots, lettuce, green peas, and tomatoes has doubled during the last five years.

The report states that California, Texas, and Wisconsin, in the order named, devote the largest number of acres to commercial truck crops in the United States. More than two-thirds of the truck-crop acreage in California produces commodities for the fresh market.

Growers heretofore have concentrated attention on production, but are now giving much consideration to marketing problems, it is stated.

-oOo-

TEXAS STUDYING MECHANICAL HARVESTING OF COTTON

Results of harvesting trials with a roll-type stripper sled, using different kinds and sizes of stripping rolls operated at different angles and speeds are reported by Texas Experiment Station in a bulletin entitled "Progress in the Study of the Mechanical Harvesting of Cotton."

NEW YORK CAMPAIGN
BOOSTS MILK SALES

A marked increase in milk consumption in New York City since last July is attributed by Peter G. Ten Eyck, New York Commissioner of Agriculture and Markets, to the State-sponsored advertising campaign which was inaugurated at that time. He says: "We have opened new markets for fluid milk. Women are drinking it because they have learned its health giving qualities are an aid to personal appearance. Business men are drinking it because they have discovered that it relieves fatigue. The youth market, boys and girls from 10 to 19 years old, has been opened up. Having learned that their great idols of the athletic and theatrical world are ardent milk fans, these young people no longer scorn milk on the supposition it is a kid drink."

FOOD SEIZURES HIGH
DURING HOLIDAY SEASON

Large quantities of walnut meats, pecans, Brazil nuts, chestnuts, prunes, dried peaches, and dates were seized and destroyed by the Federal Food and Drug Administration in December. Other confiscations included unclean butter, decomposed dried skim milk, decomposed canned tomatoes, canned peas containing weevils and their larvae, diseased and decomposed poultry, dirty apple butter, insanitary limburg cheese, tomato puree and catsup, canned tuna, and canned salmon. The list includes a wide assortment, from crabapples to oysters. Thirty-six prosecutions brought under the penal provisions of the Food and Drugs Act were terminated during the month.

-o0-

MIMEOGRAPHED REPORTS obtainable from the Bureau of Agricultural Economics include "Rural Zoning," by C. I. Hendrickson; "Fruits and Vegetables in the Program of Reciprocal Trade Agreements," by L. A. Wheeler; "The Outlook for Potato Prices in 1936"; "Driven-in Receipts of Livestock, 1935"; "Marketing Texas Vegetables, 1934-25 Season," by W. D. Googe; "Transfers of Farm Real Estate, 414 Selected Counties, 1933"; "Farm Real Estate, 286 Selected Counties, 1933."

MOST OF THE COMMERCIAL FERTILIZERS and feeding stuffs found on the markets of New York State comply fully with the State requirements regarding labelling, and upon chemical analysis show that all reputable manufacturers are making a genuine effort to give full value in their products, reports A. W. Clark of New York Experiment Station at Geneva.

EMPLOYMENT OF HIRED FARM LABOR on farms of crop reporters increased moderately during January, despite the extremely cold weather that blasted the northern half of the country, reports the Bureau of Agricultural Economics. Principal increases, however, were in Southern and Pacific States.

A NEW MECHANICAL DEVICE for use in applying those grade specifications of the United States grain standards which require sieving and sizing operations has been announced by the Bureau of Agricultural Economics.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 26, 1936

TEXAS REPORTS PROGRESS IN ECONOMIC RESEARCH

Economic research projects summarized in the forty-seventh annual report (1934) issued by Texas Agricultural Experiment Station include studies of the organization and management of farms in the High Plains Cotton Area, range management in the Edwards Plateau Grazing Area, local cotton marketing, mixed carlot movement as a factor in the economic distribution of Lower Rio Grande fruits and vegetables, quality as a factor in the marketing of vegetables in the Lower Rio Grande Valley, central and local market prices of wheat in relation to quality, farm taxation, relative importance of intangible property, and delinquency on farm real estate.

During the seven years covered by the cotton marketing study it was found that growers in the selected local markets received on an average 20 percent of the premiums for grades above Middling recognized in "Basis-Middling" limits, and were assessed on an average 31 percent of the discount for grades below Middling. The average quality of cotton sold in a farmers' market was found to affect the price paid growers for a specific quality.

In the study of mixed carlot movement of fruits and vegetables it was learned that motor truck shipments have largely supplanted mixed carload shipments to markets within trucking distance of the Lower Rio Grande Valley and to markets within trucking distance to the large distributing centers. It is stated that most of the vegetables now grown in the Valley have been introduced to the markets of the country through the mixed carload; that such shipments reduce risks to shippers in marketing new vegetables.

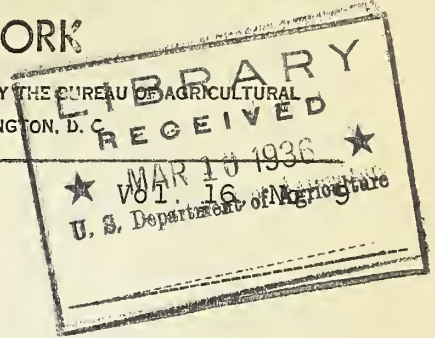
A sharp drop in the use of inspection service by shippers of cabbage, carrots, and beets is reported for the shipping seasons of 1932-33 and 1933-34, due, it is suggested, to the decidedly lower prices.

In connection with the wheat price study, it is stated that premiums for protein have not been paid on the Fort Worth market since October, 1932.

-c0o-

KENTUCKY REPORTS ON PART-TIME FARMING STUDY

Results of a study of part-time farming in four representative areas of Kentucky have been published in Bulletin 352 by Kentucky Experiment Station. The areas included Louisville, Lexington, Richmond, and Corbin-Barbourville in the foothills of the mountains of South-eastern Kentucky. Ninety-five percent of the 329 part-time farmers in the study had had prior farming experience. The total investment of 236 owners averaged about \$4,000. One-third of the owners had mortgages



U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.

on their farms. Total income of the 329 farmers averaged \$1,311, of which \$877 was received from work done off the farm. Farm receipts comprised 6 percent, food furnished from the farm 11 percent, and the rental value of the dwelling 15 percent of the total income. The experience of these operators indicates that many persons who undertake part-time farming with the hope of financial gain are likely to be disappointed, it is stated. Production of food for home use and the enjoyment of country life were the chief advantages.

-oOo-

NEW ENGLAND URGED
TO DECREASE LIVESTOCK

New England farmers could profit by increasing their livestock numbers other than dairy cattle, says Massachusetts State College. More sheep, hogs and horses would pay their way on many a New England farm, it is stated. Dairy cattle, though, have little chance for much increase in the near future, says the college. The report continues:

"Farms that are too far from a good milk market and are capable of raising only hay and pasture might well produce beef cattle as a good means of marketing the roughage. They might be raised as fat cattle ready for the block or as feeders to individual farmers who want to produce their own meat supply."

-oOo-

ILLINOIS WORRIED BY
SEED CORN SITUATION

Threats of a serious seed corn situation, brought on by record freezes, dominate the outlook situation for corn, as farmers look forward to the new planting season, according to Illinois College of Agriculture. Earlier in the season, before the record winter had taken its toll in seed, a slightly increased acreage of corn was in prospect for the country, given normal weather conditions in the spring, it is stated. Corn that is still in cribs and that contained as much as 20 percent moisture has practically all been made worthless for seed, in the opinion of J. C. Hackleman, crops extension specialist of the college.

-oOo-

IOWA SAYS WATCH HOLIDAYS
FOR BEST POULTRY PRICES

Iowa poultry producers are being advised by Iowa Extension Service to take advantage of the holidays scattered throughout the year which increase poultry prices and consumption. Jewish and Christian religious customs, together with national holidays for 1936, as well as the best market days prior to each holiday and kinds of live and dressed poultry most in demand are as follows:

Purim, March 8. Best market days, March 4 and 5. Demand chiefly for fancy fowls and hen turkeys.

Passover, April 7 and 8. Best market days, April 1 to 3. Demand largely for fancy fowls, capons, hen turkeys and ducks. Broilers in demand.

Easter, April 12. Best market days April 8 to 10.

Last Passover, April 13 and 14. Best market days, April 9 and 11. Demand for prime quality of all kinds of poultry.

Feast of Weeks, May 27 and 28. Best market days, May 22 to 25. Demand for all kinds of poultry, but not much extra demand.

Independence Day, July 4. Best market days, June 30 to July 3. Live broilers much in demand.

Day of Atonement, Sept. 26. Best market days, Sept. 21 and 24. Prime stock, chickens and old roosters sell well.

Feast of Tabernacles, Oct. 1 and 2. Best market days, Sept. 28 to 30. Demand chiefly for fancy fowls, ducks and geese.

Rejoicing of the Law, Oct. 8 and 9. Best market days, Oct. 5 to 7. Prime stock of all kinds wanted.

Thanksgiving, Nov. 26. Best market days, Nov. 21 to 23. Demand chiefly for turkeys and all kinds of poultry.

Chanukah, Dec. 9. Best market days, Dec. 7 and 8. Not much extra demand for this holiday.

Christmas, Dec. 25. Best market days, Dec. 23 and 24. Demand chiefly for geese and turkeys.

-oOo-

SURVEY SHOWS MANY FARMERS OPERATE MOTOR TRUCKS

Data obtained in 1934 from 2,085 growers in 32 important fruit and vegetable producing areas in New York, New Jersey, Pennsylvania, Connecticut and Massachusetts, show that these growers owned and operated 1,384 motor trucks, the equivalent of about two motor trucks for each three farms, according to M. P. Rasmussen in "Farm Economics" published by New York College of Agriculture.

The average cost of operating these trucks was 7.5 cents per mile, exclusive of labor, board and bridge or ferry tolls. The 1/2-ton truck had the lowest cost of operation - 5.3 cents per mile. Five-ton trucks averaged 14.3 cents per mile.

The survey revealed that it cost about 49 cents on the average (including labor, board and tolls), to haul one ton of fruits and vegetables one mile to market, in 1/2-ton trucks as compared with an average cost of 9.4 cents per ton mile in 1½-ton trucks, 8.2 cents in 3- and 4-ton trucks, and 8.1 cents in 5-ton trucks. The average cost for all trucks for marketing fruits and vegetables was 10 cents per ton mile. The lower costs incurred by trucks of 1½ tons or greater rated capacity was partly due to greater annual mileage per truck and partly to heavier loads hauled per truck.

-oOo-

TEN YEARS GRAZING POLICY IS OUTLINED

A new policy under which permits will be issued to graze live-stock on the National Forests has been announced by F. A. Silcox, Chief of the Forest Service. It provides for the issuance, beginning with 1936, of 10-year permits to established permittees for their preference numbers of stock within the maximum limits and for which their ranch property is commensurate. It provides also for reasonable reductions

in large permits during the last nine years of the ten-year period in order to effect a wider distribution of grazing privileges. The policy was announced following a series of conferences with representatives of national livestock associations and Senators and Representatives of several Western States. Details may be obtained from the Forest Service.

-o0o-

THE AGRICULTURAL ADJUSTMENT ADMINISTRATION announced recently that the marketing agreement and amended license accompanying the agreement for canning asparagus grown in California has been terminated; that a public hearing on a proposed marketing agreement and order for the Fall River, Mass. milk sales area will be held March 6 at North Westport, Mass., and that more than \$23,000,000 worth of price-depressing surplus dairy products, bought by the Government to relieve occasional surpluses in the dairy industry, have been distributed to persons on relief during the last two and a half years.

THE BUREAU OF AGRICULTURAL ECONOMICS announced recently that storms and cold weather have made hens less productive, but that production will probably increase for the next two to three months, and prices decline; that the 1936 acreage of flue-cured tobacco in China is likely to equal or possibly exceed that of 1935; that Germany is subsidizing the fruit industry; that the first official estimate of the corn acreage in Argentina this season is for an all-time record of 18,854,000 acres; that a cotton crop of 4,752,000 bales of cotton is expected in India this year, and that unusually severe winter weather in many of the principal dairy sections of the United States has tended to curtail production, to retard shipments, and to strengthen prices.

A HEAVY DEMAND for package bees may be expected this spring, according to George H. Rea of New York College of Agriculture.

THE CONNECTICUT POULTRY ASSOCIATION will hold its fourth annual poultry business show at Middletown, Connecticut, March 11 to 13. The show will combine a business meeting, egg and baby chick show and a consumers' meeting.

AMICABLE SETTLEMENTS WITH PAYMENTS are being effected through informal correspondence in a large proportion of the complaints filed under the Perishable Agricultural Commodities Act, according to the Bureau of Agricultural Economics. In seven weeks since January 1, amicable settlements were reached in 87 cases resulting in payments of \$21,672.96. In the same period, 32 cases were decided through formal orders of the Secretary of Agriculture awarding damages totaling \$10,405.56. Only 10 of these decisions were based on formal hearings, the remainder being decided under shortened procedure.

MANY SIGNS point to a substantial improvement in farm conditions, according to Albert S. Goss, Land Bank Commissioner. He says there has been a sharp rise in the amount interest collected by the Federal land banks and Land Bank Commissioner during the past year. These agencies now hold more than one-third of the total farm mortgage debt of the country.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 4, 1936

REGIONAL CONFERENCES SCHEDULED ON NEW SOIL CONSERVATION ACT

Development of a program for agriculture under the new Soil Conservation and Domestic Allotment Act will be the objective of a series of regional conferences between Federal administrators and farmers, during this week and next.

Meetings will be held at Memphis on March 5, 6, and 7; Chicago, March 5, 6, and 7; New York, March 9, 10, and 11, and Salt Lake City, March 9, 10, and 11. Conferences will be held simultaneously because of the need for quick action.

Persons invited to attend the meetings include individuals and representatives of farm organizations. Farmers speaking for specific commodities - wheat, cotton, corn, dairying, cattle, and tobacco - comprise the majority of those asked to attend. Other groups asked to send representatives are the American Farm Bureau Federation, National Grange, Farmers Union, National Cooperative Council, state commissioners of agriculture, land grant colleges and extension services, state supervisors of vocational agriculture, and farm journals.

-oOo-

GREEN OF MISSOURI TO HEAD AGRICULTURAL FINANCE DIVISION

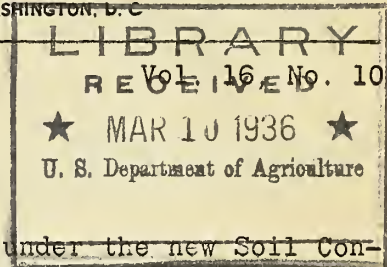
Appointment of Roy M. Green of Missouri to head the Division of Agricultural Finance in the Bureau of Agricultural Economics has been announced by Dr. A.G. Black, Chief of Bureau. This division compiles and analyzes data on agricultural credit, farm taxation, and agricultural insurance.

Green for the past year has been in charge of the Grain Section of the Cooperative Division of the Farm Credit Administration. In 1934 he was Vice-President of the Production Credit Corporation at Wichita, Kansas. He was born and raised on a farm near Carrollton, Missouri, and has a long record of experience in agricultural extension, and research in farm management, agricultural finance, and marketing.

-oOo-

BUREAU TO STUDY AMERICAN COTTON CONSUMPTION IN EUROPE

An intensive study of the demand for and consumption of American cotton in Europe, with particular reference to the competition of foreign growths will be started soon by the Bureau of Agricultural Economics. Arthur W. Palmer, who has been in charge of the Division of Cotton Market-



4 K
Attn., Miss Trolinger,
Washington, D. C.

ing since 1924 and a member of the Department of Agriculture since 1920, will conduct the study, with headquarters at London, England.

Carl H. Robinson, the bureau's crop statistician in Texas, will become the new head of the Division of Cotton Marketing. Robinson has been connected with the Crop Reporting Board since 1919. He has been a crop statistician in California and Oklahoma, and since 1930, Texas state statistician.

-oOo-

NEW JERSEY TO SET UP POTATO MARKETING PROGRAM

New Jersey potato growers have moved to set up a program for the orderly marketing of their 1936 crop. A marketing committee composed of W. W. Oley, chief of the New Jersey Markets Bureau; L. A. Bevan, New Jersey Extension Service marketing specialist; Dr. W. H. Martin, director of research, New Jersey Experiment Station, and a number of agricultural agents, has been appointed for that purpose by the New Jersey State Potato Association.

Preliminary proposals call for the establishment of a central marketing agency, and the regulating of digging and loading. Efforts will be made to eliminate price-cutting. A. E. Mercker, United States Department of Agriculture potato marketing specialist, told the Jerseymen that it would be "regrettable" if they did not set up some plan for the orderly marketing of their 1933 crop. He said the plan Jerseymen had followed in the last three seasons "had unquestionably done a great deal to stabilize prices."

The growers are planning to enlist the cooperation of Long Island growers in solving marketing problems, since the Long Island and Jersey crops move to market at the same time.

-oOo-

POULTRY HANDLERS MUST PROVE FINANCIAL ABILITY

Hearings being held at New York City and Brooklyn this week call attention to the requirement that live-poultry handlers must prove their financial ability to be licensed under the Packers and Stockyards Act. Nine handlers in these hearings are being required to show cause why their applications for Federal licenses should not be denied, since the Department of Agriculture has reason to believe the licensees would not be able to meet their financial obligations.

-oOo-

NEW YORK WOULD STRENGTHEN INSECTICIDE LAW

A more comprehensive law governing the sale of insecticides and fungicides is needed in New York State, in the opinion of Prof. G. W. Pearce, chemist at the Geneva Experiment Station. New developments in spraying practices and the introduction of new materials accentuate the inadequacies of existing regulations in protecting purchases against misrepresentation, he says. It is pointed out, for instance, that al-

though in 1934 only 5 percent of the samples examined were definite infringements of the present law, fully 15 to 20 percent would have been thus classified under more up-to-date regulations.

Prof. Pearce would require registration with the State Department of Agriculture and Markets of all brands offered for sale within the State as is now required for feeds and fertilizers; a more detailed statement on labels of the composition of products, especially with regard to active ingredients, and closer supervision of methods of packaging materials which decompose rapidly upon exposure to air.

-oOo-

IOWA STUDIES DANISH HOG MARKETING METHODS

Danish farmers do not sell hogs - they sell hog carcasses, says Prof. Geoffrey Shepherd, Iowa State College agricultural economist, recently returned from a four-months' study of agricultural problems abroad. Bacon hogs in Denmark are almost universally sold by carcass weight and grade, he found. Packing is conducted on a relatively small scale, and their product, the Wiltshire side, is fairly easy to grade, he says. Meat packing plants in Denmark are called bacon factories, about 75 percent of which are cooperative.

At some of the plants, the farmer is paid the full value of his hog carcasses as soon as the value can be determined, usually on the same day within a few hours after slaughter. At other plants he is paid 90 percent of the estimated value at once, and the remainder later. Weighing of the carcasses is done by a municipal weighmaster - a disinterested person.

Grading is performed by the "master" of the bacon factory. The grades are carefully checked at export points by government grades. Errors in grading are called to the attention of the factory, and should the inaccuracies be continued, the factory is denied the right of using the national "Lur" brand on its bacon. Payments to farmers are on the basis of weight and quality.

-oOo-

MARKETING AGREEMENTS APPROVED BY SECRETARY

Marketing agreements for handlers of fresh lettuce, peas, and cauliflower grown in Western Washington, and for watermelons grown in Florida, Georgia, North Carolina, and South Carolina, have been approved tentatively by Secretary Wallace, the AAA has announced.

The agreement for Western Washington would limit total shipments by periods within the marketing season, limit shipments by grades or sizes, provide for uniform grading and inspection, and establish an administrative body of 11 members and a proration committee of 13 members. The agreement has been submitted to the industry for signature.

The agreement covering watermelons is designed to improve growers' incomes by regulating the quality of melons shipped and by preventing market gluts. Low grade or undersized melons would be held off the market. Growers in the four states will vote on the agreement this month.

JANUARY FARM INCOME
BEST IN FIVE YEARS

January cash income of farmers was the highest for that month in five years, according to the Bureau of Agricultural Economics. The January income which totaled \$556,000,000 included only about \$1,000,000 in benefit payments this year, but was, nevertheless, higher than the \$520,000,000 income for January 1935 which included \$70,000,000 of benefit payments, or the \$490,000,000 income in 1934 which included \$60,000,000 of benefits. Cash income in January 1933, when there were no benefit payments, totaled \$348,000,000 and for January 1932 the total was \$437,000,000. In January 1931 it was \$589,000,000.

Gains in income from sales of products this January compared with last are reported for grains, cotton, cottonseed, fruits, vegetables, meat animals, dairy products, poultry, and eggs. The farm price index was 109 on February 15, unchanged from January 15, but 2 points less than on February 15, 1935. Substantial price gains were recorded for hogs, veal calves, eggs, and butterfat during the past month, but tobacco declined sharply in price, and cotton and cottonseed were lower.

-oOo-

COOPERATIVE ASSOCIATIONS OF FARMERS came through the depression without a failure of major importance, says Dr. F. B. Bomberger, President, Baltimore Bank for Cooperatives. Failures have been relatively few, he says, and in no case of more than local importance.

NEW JERSEY is reported to be doing an expanding business in certified seed grown tomatoes. Foreign buyers include Cuba, Mexico, British South Africa, Australia, and Porto Rico. The largest domestic market is Georgia.

LIVESTOCK PRICES in 1935 were the best in three years, says the Bureau of Agricultural Economics. Average farm prices of livestock and livestock products were 39 percent higher in 1935 than in 1934, they were 61 percent higher than in 1933, and 60 percent higher than in 1932. All livestock commodities except wool sold much higher in 1935 than in 1934.

TERMINATION of the license for milk distributors in the Newport, Rhode Island, milk sales area, has been announced by the AAA.

NEW JERSEY DAIRYMEN meeting at New Brunswick this week voted 30 to 6 for voluntary milk marketing plans for the milk sheds of New York City and Philadelphia. Such plans would be established as AAA marketing agreements.

A NORMAL PROPORTION of Federal land bank borrowers are using their loans for the purchase of farms, says W. I. Myers, Governor of the Farm Credit Administration. About \$2,000,000 a month of proceeds of Federal land bank and Commissioner's loans are being used by borrowers to purchase more than 600 farms each month, he says.

A MIMEOGRAPHED REPORT containing the 1935 annual summary of dairy and poultry market statistics is obtainable from the Bureau of Agricultural Economics.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

LIBRARY RECEIVED

★ MAR 20 1936 ★
U. S. Department of Agriculture

March 11, 1936

Vol. 16, No. 11

MARKETING OFFICIALS TO HOLD SPRING MEETING

The spring meeting of the Atlantic States Division, National Association of Marketing Officials, has been tentatively scheduled to be held at Washington, D. C., April 27 and 28. The program will include addresses and discussions by State and Federal authorities on current marketing problems in connection with standardization, inspection, and market news.

-oOo-

DEPARTMENT CLARIFIESLIVE POULTRY RULES

Live poultry dealers in the Philadelphia market have been notified by the United States Department of Agriculture that licenses will be required only of those dealers doing an interstate business. The notice has been issued because of an erroneous impression that Federal supervision of live poultry marketing in Philadelphia would apply to all dealers and other persons handling live poultry on that market.

-oOo-

MARYLAND PLANNINGAGRICULTURAL PROGRAMS

Maryland Extension Service has announced that planning of definite programs for the development of agriculture and rural life in each of the 23 Maryland counties and for the State as a whole will be a major project during the next few weeks. The programs are intended to incorporate the best judgment and opinions of rural people as to the general lines along which the agriculture in the respective regions should develop. They are to be made with a view to a period of several years and will be based upon a study of existing conditions, together with the best information available having a bearing upon the outlook for the immediate future. The Extension Service is preparing charts, maps, and other forms of data pertaining to each county, which will help the people to determine intelligently the things which should be included in the programs.

-oOo-

MINNESOTA URGES GRADINGOF SEED WHEAT

Minnesota Extension Service is urging the grading, testing and treating of seed wheat as being "doubly desirable this year because of

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
Washington, D. C.

the damage done to the 1935 wheat crop by black-stem rust." About 20 percent, or one out of every five seed samples tested at University Farm this winter, has been unfit for planting. Samples of both plump and shriveled grain tested low in germination. The State Seed Laboratory at University Farm is offering to grade and test samples.

-oOo-

COTTON STANDARDS CONFERENCE
IN WASHINGTON THIS WEEK

The biennial international cotton standards conference is being held at Washington, D. C., this week. Copies of the Universal Standards for the grade of American cotton for use by the United States Department of Agriculture and the arbitration committees of the principal cotton associations of the world will be approved. Nine cotton associations of Europe, the U. S. Department of Agriculture, and the American cotton industry are represented. Two Japanese associations are represented by invitation of the Department.

Under the Universal Standards Agreements the European associations have adopted the official grade standards for American upland cotton as the basis of all their contracts for the purchase and sale of American cotton in which grades are specified. Grade boxes to be approved at the current conference are based upon revised standards effective August 20, 1936.

-oOo-

NEW YORK MILK CONTROL
LAW IS HELD VALID

Justice Gilbert V. Schenck of New York handed down an opinion on March 9 upholding the New York State milk control law and directing agents, brokers, and milk dealers to obtain licenses from Commissioner of Agriculture and Markets Peter G. Ten Eyck.

The defendant had attacked the constitutionality of amendments to the law referring to agents and brokers. The case was that of a New York City milk broker who handled milk for a dairy company. Justice Schenck ruled that "the defendant is a milk dealer as defined by the milk control law***as such milk dealer, whether he be a broker or agent, it is necessary that he apply for and obtain a milk dealer's license."

-oOo-

NEW HAMPSHIRE WARNS MAPLE
PRODUCERS ABOUT LABELS

New Hampshire Bureau of Markets is warning producers that "the declaration of the quantity of contents in weight instead of fluid volume is a violation of both the State and Federal law commonly noted on containers of maple syrup. If labels being carried over declare the contents in weight, such as 11 lbs. net," the bureau continues, "producers are advised to cross out this statement and write in its place 'Net Contents One Gallon,' One Quart or One Pint, as the case may be."

-oOo-

A REPORT on the "Production and Carry-over of Fruit and Vegetable Containers for the year 1935" may be obtained from the Bureau of Agricultural Economics.

LOUISIANA SEEKS BETTER
LIVE STOCK ESTIMATES

State appropriations to improve live stock estimating work in Louisiana are being sought by Louisiana Extension Service. "Other states are appropriating money for this important work and Louisiana should do the same at the coming session of the legislature," says B. B. Jones of Louisiana Extension Service.

"For years," he says, "the state has remained inactive and the Federal Government has had to furnish the money and do the estimating work. Naturally, the proper amount of money and personnel to do this work completely have not been available from Federal sources, and the information published has not been as complete as it should be."

-oOo-

SUGAR SYRUP BANNED
IN FRUIT JUICES

Packers and shippers of fruit juices have been notified by the Federal Food and Drug Administration that the addition of water in the form of sugar syrup to products sold as fruit juices will no longer be tolerated. Beginning July 1 this year, legal action will be taken against interstate shipments of fruit juices containing added water regardless of label statements indicating the addition of sugar syrup. There is no objection to the addition of dry sugar, provided the labeling declares its presence.

-oOo-

BEAN BUYING BY GRADE
URGED BY BUREAU

Needless controversies regarding the grade or quality of beans shipped can be avoided if buyers will make purchases on the basis of United States grades and inspection, says the Bureau of Agricultural Economics.

The Federal standards provide grades for all classes of beans, and licensed Federal inspectors are located at shipping points in all important bean producing States. These inspectors, who are authorized to issue Federal or Federal-State certificates of grade on all beans inspected, are under the supervision of the United States Department of Agriculture. Appeal inspections also may be had.

-oOo-

NEW YORK WOULD RE-ENACT
MILK CONTROL LAW

Re-enactment of the present milk control law, on or before March 31, 1936, has been urged upon the New York State Assembly Committee on Agriculture, by Commissioner Ten Eyck of New York Department of Agriculture and Markets. The committee is considering two bills - one to continue milk control and another to shift the price fixing authority.

Commissioner Ten Eyck seeks an amendment also to create an investigating committee to assist in establishing an agreement between

seven eastern states for the regulation of traffic in interstate milk. This committee would report its findings and recommendations to the legislature.

-oOo-

EUROPEAN WHEAT CROP

IMPORTANT IN WORLD SITUATION

This year's European wheat crop looms more importantly as a factor in the world wheat situation, according to the Bureau of Agricultural Economics. Burdensome stocks have been generally reduced, so that any reduction in production will make for definitely larger imports. No forecast of European production is available, but early reports indicate a decrease. European winter wheat acreage is about 4 percent less than last year, and the condition of the crop is reported "the poorest in years."

-oOo-

"STANDARDS" AND "GRADES"

DEFINED BY BUREAU

The Bureau of Agricultural Economics is frequently asked what distinctions are made in the terms "standards" and "grades" in connection with fruits and vegetables. F. G. Robb of the Fruit and Vegetable Division says:

"We limit the term 'grade' to exact specifications of quality and condition which have been promulgated for use under specific grade names, such as U.S. No. 1. Together with these specifications we may make certain requirements of size, pack, marking, etc., which are separate from quality and condition. These are all standards, but the specifications of quality and condition are grades. In a few instances the grades contain size requirements but these are usually separate standards. All such standards for a single commodity are published together in one circular under such a heading as 'Standards for Tomatoes'.

-oOo-

APPOINTMENT OF DR. E. C. JOSS as Chief of the Meat Inspection Division of the Bureau of Animal Industry has been announced. Dr. Joss succeeds Dr. A. J. Pistor who died several weeks ago. Dr. George E. Totten, who has been in charge of the bureau's meat-inspection and stockyards station at Chicago, is being transferred to Washington, D.C. where he will be assistant chief of the Meat Inspection Division.

NEW YORK NURSERYMEN dealing in fruit and ornamental stocks anticipate good business in replacements this year, according to Commissioner Ten Eyck of New York Department of Agriculture and Markets.

HOG PRODUCTION is beginning to increase in the United States and Denmark, after two years of decline, according to the Bureau of Agricultural Economics. Increased production is in prospect in Germany and the Netherlands, but no increase in most other Continental European countries is expected during the first half of this year. A "material increase" in United States exports of pork and lard is reported in prospect during the next two years.

RHODE ISLAND BUREAU OF MARKETS has issued its 1935 report on "Seed Analyses".

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 18, 1936

COPIES OF UNIVERSAL

COTTON STANDARDS APPROVED

Copies of the Universal Cotton Standards for use by European cotton associations and by the United States Department of Agriculture during the next three years were approved at an International Cotton Standards Conference at Washington last week.

Conferees included representatives of the nine principal cotton associations of Europe and of various American organizations of producers, merchants, and manufacturers. Japan also was represented. A general revision of the standards had been promulgated in August 1935, effective August 20, 1936.

The conferees agreed that future meetings to approve copies of the Universal Standards be held at three-year intervals instead of biennially. The next conference will convene on the second Monday in March, 1939, unless the date should be changed meanwhile by mutual agreement.

-oOo-

AAA ADMINISTRATOR DAVIS

TO STUDY EUROPEAN DEMAND

Chester C. Davis, Administrator of the AAA, has been delegated by President Roosevelt to survey European conditions affecting the demand for American farm products.

"Since 1933," President Roosevelt announced, "there have been extensive changes in the economic policies of foreign countries and in international trade relationships, and further changes are in prospect. Future plans made by farmers in this country will depend in large measure on the extent of their outlets abroad. For that reason, I believe it would be advantageous to them if someone who will have an important part in shaping those plans could survey conditions in Europe at first hand."

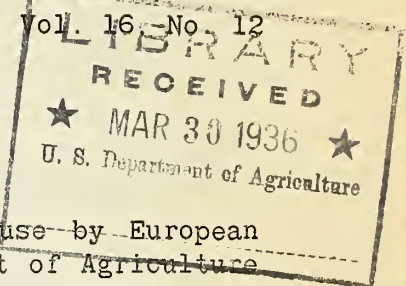
Howard R. Tolley, director, Giannini Foundation of Agricultural Economics at the University of California, has been designated as acting administrator of the AAA during the absence of Mr. Davis in Europe. Mr. Tolley has been a leader in work of the AAA, with a few brief interruptions, since soon after it was organized.

-oOo-

OKLAHOMA EXTENSION DIVISION

INCREASES ITS SERVICES

The Oklahoma Extension Service will be able to give more effective aid to farm people in meeting their farm problems through the addition



4 K
Attn., Miss Trolinger,
Washington, D. C.

of seven new assistant Extension workers, according to E. E. Scholl, acting director. E. D. Hunter, Muskogee, has been appointed assistant economist in farm management; Roy William Ellithorp, Granite, as new assistant crops specialist; Richard William Stumbo, St. Johns, Kansas, as assistant dairyman; William Davis Armstrong, Griffin, Georgia, as assistant Extension horticulturist; William Purvis Albright, Manhattan, Kansas, as assistant Extension poultryman; Francis K. McGinnis, Jr., Dallas, Texas, as Extension landscape specialist, and S. D. Coleman, Shelbyville, Missouri, as Extension radio program director.

-oOo-

DEPARTMENT TO STUDY
NEW COTTON USES

Secretary Wallace has approved the use of funds for the purpose of stimulating field tests of new uses of cotton in highway construction, the AAA has announced. The project provides for the diversion of manufactured cotton fabric for use as a reinforcement membrane in bituminous surface treated highways and for cotton mats for use in curing concrete highways. These materials will be furnished upon request to state highway departments so that they may be tested in widespread use under all climatic conditions.

-oOo-

CALIFORNIA OPINIONS CLARIFY
PRODUCE DEALERS ACT

Knotty problems in the application and administration of the California Produce Dealers Act, as recently amended, and of the California Processors Law, were the subject of opinions of Attorney General U.S. Webb recently submitted to California Department of Agriculture.

The Produce Dealers Act, which regulates all handlers of farm products, was amended in 1935 to extend its jurisdiction to hay and field grains as well as to perishables. Several millers contended that if grain was bought by them, and sold in processed form, such as flour or manufactured feeds, the law would not apply. Rice dealers claimed that rice resold in husked and polished form was exempt.

The Attorney General has ruled that concerns purchasing and processing grains must be licensed as dealers under the Act. He ruled also that dealers in dried beans must henceforth comply with the license requirements.

Another ruling was in the case of persons or firms who bought already finished, processed or preserved farm products from the producer. The Attorney General decided that while the new processor's law covered dealers who bought products fresh, and resold them in processed form, it did not apply to those who purchased a finished product, such as wine, from the producer.

-oOo-

IOWA SEES HEAVY DEMAND
FOR PACKAGE BEES

An unusually heavy demand for "package bees" is reported by F. B. Paddock, Iowa Extension Service. He is advising Iowans interested in obtaining package bees to take steps to get them immediately. Package

producers say it will be impossible to make early shipments and perhaps as many shipments as they would normally because of the abnormally severe winter in southern states.

-0o-

MASSACHUSETTS STUDIES
THE TAX DOLLAR

Massachusetts State College has issued a circular telling the citizens of Massachusetts how tax money is raised and how it is spent. The circular shows that in 1934 the state used 28.9 cents out of every tax dollar for highways. It spent 16.1 cents of every dollar for public welfare; 13.7 cents for mental diseases. For education, 10.2 cents of each dollar was used ; and another 10.2 cents went for various state departments. The remaining 20.9 cents was divided among correction, health and sanitation, interest and debt, fire and police, courts, and miscellaneous.

-o0o-

INDUSTRIAL SOYBEAN RESEARCH
LABORATORY ESTABLISHED

Twelve North Central States and the United States Department of Agriculture have opened a cooperative soybean industrial research laboratory at Urbana, Illinois. The states are Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota, Iowa, Nebraska, Kansas, Missouri and the Dakotas. Immediate objectives of the laboratory are the improvement of present industrial uses and development of new industrial uses for soybeans, the acquisition of more facts on the effects of different processes on the quality and quantity of soybean products, and establishment of facilities for testing different varieties as to adaptability for industrial use. Plant breeders will endeavor to grow new varieties on nearby experimental plots. Soybean acreage has more than doubled in the last few years. It rose from 2,000,000 acres in 1924 to nearly 5,000,000 last year. Production has increased from 5,000,000 bushels in 1925 to last year's record crop of more than 40,000,000 bushels.

-o0o-

NEW YORK REPORTS CANNING
CROPS A \$4,000,000 INDUSTRY

New York state's "big four" vegetables used in commercial canning - peas, sweet corn, tomatoes, and snap beans - had a farm value of about \$4,000,000 in 1935, reports C. B. Raymond, New York College of Agriculture. Another half million may be added if beets, spinach, carrots, and a few other vegetables that are canned commercially are considered. Several fruit crops are canned on an extensive scale, mainly cherries. Others are prunes, berries, apples, pears, and some peaches.

-o0o-

FLORIDA CITRUS AGREEMENT
IS TENTATIVELY APPROVED

A marketing agreement designed to adjust shipments of Florida oranges, grapefruit, and tangerines more nearly in accordance with demand

conditions so that returns to growers may be increased, has been tentatively approved by the Secretary of Agriculture, the AAA has announced. The agreement is being sent to the shippers for signature.

Growers will consider the proposed program in a series of meetings which will be scheduled by the University of Florida agricultural extension service. Important provisions of the agreement relate to regulation of the quantity of fruit shipped, limitation of shipments of any size and grade lower than U. S. No. 2 for Florida citrus fruit, and the establishment of a Control Committee to administer the program.

-oOo-

ILLINOIS LIVESTOCK PRICES
BEST IN THREE YEARS

Farm incomes in Illinois are reflecting the fact that livestock prices in 1935 were the best in three years, according to early returns on farm account books kept in cooperation with Illinois Department of Agricultural Economics. Average farm prices of livestock and livestock products were 39 percent higher in 1935 than in 1934, it is stated, 61 percent higher than in 1933, and 60 percent higher than in 1932. All livestock commodities except wool sold much higher in 1935 than in 1934. Illinois farmers get more than two-thirds of their cash income from livestock and livestock products.

-oOo-

MIMEOGRAPHED REPORTS obtainable from the Bureau of Agricultural Economics include "Marketing Texas Onions, 1935 Season," by W. D. Googe; "Government Control of Cotton Production in the United States, 1933-1935", and "Estimates of Livestock on Farms January 1, 1930-36

"GRADE, STAPLE LENGTH, AND TENDERABILITY of Cotton in the United States, 1928-29 to 1933-34" is the title of Statistical Bulletin 52, by the United States Department of Agriculture.

NEARLY A MILLION DOLLARS A DAY is going to farmers in loans from production credit associations for 1936 crops and livestock, reports the Farm Credit Administration. Reports from 550 associations showed loans of more than \$21,000,000 during February, or 30 percent more than in February a year ago. March loans, also, are expected to show an increase.

THE 1936 CORN CROP IN ARGENTINA was seriously damaged by drought, high temperature, and strong winds during January and February, according to the Bureau of Agricultural Economics. Damage by locusts has been heavy in some areas. The crop will probably be no larger and possibly somewhat smaller than in 1935, it is stated.

A NEW LIST (up to date) of State agricultural departments and marketing agencies, and of names of officials of these departments, is obtainable from the Bureau of Agricultural Economics.

STATE AND FEDERAL
MARKETING ACTIVITIES
AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 25, 1936

Vol. 16, No. 13

VIRGINIA TOBACCO GROWERS
VOTING ON INSPECTION SERVICE

Virginia tobacco growers are voting this week on the establishment of free and mandatory government tobacco inspection service on Virginia fire-cured markets at Lynchburg, Bedford, Blackstone, Farmville, and Drakes Branch.

The referendum is provided for by the Tobacco Inspection Act enacted by Congress last year. This act empowers the Secretary of Agriculture to establish an inspection service at tobacco markets upon a two-thirds favorable vote of the growers interested, the cost of the service to be borne by the federal government. The service upon which Virginia growers are voting would provide free government inspection and grading of fire-cured tobacco of Type 21 sold on the auction markets.

Voluntary tobacco inspection service was established by the United States Department of Agriculture and Virginia Department of Agriculture and Statistics at Lynchburg, Virginia, in 1929. Service has been continuous since then, but during the last three years inspection prior to sale at auction on all Virginia fire-cured markets has been mandatory by state law, and the growers were required to pay to Virginia the cost of inspection. The federal and state departments of agriculture would continue to cooperate under the new service.

-oOo-

CALIFORNIA FINDS PECANS
COMPETING WITH WALNUTS

The walnut industry of California is faced with an upward trend in consumption of pecan nuts and Cashew nuts, says Dallas W. Smythe, California Extension Service. Competition from pecans will probably become more severe, he says, adding that "it appears that by 1940 an average pecan crop in the United States will amount to almost 35,000 tons, or one-fifth larger than the average for the past five years. The outlook for the current crop year is for about the largest pecan supply on record."

In 1934-35, walnuts accounted for 34 percent of all nut consumption in the United States, 29 percent of this being domestic nuts. Pecans made up 16 percent of the consumption, and practically all were produced in this country. Almond consumption was 12 percent of the total, 8 percent of this being of the domestic output.

NATIONAL SOIL CONSERVATION
PLAN ANNOUNCED BY SECRETARY

The terms of the new national soil conservation program for 1936 were announced on March 21 by Secretary Wallace. The program provides for payments to producers who meet conditions specified for soil conservation and soil improvement in 1936. The new program, Secretary Wallace declared, "from an immediate point of view may not be quite as effective as the old one destroyed by the Supreme Court, but from a long time point of view, the new program may prove to be even more constructive."

Under the program, it is hoped to increase the crop land devoted to soil-improving and soil-conserving crops from the 1930 level of about 100,000,000 acres to 130,000,000 acres. The program would enable the production of quantities of food and fiber ample to supply domestic consumer needs. The plan calls for establishment of a soil-depleting "base acreage" for each farm on which application for payment is made.

Special soil-depleting base acreages are to be established for cotton, tobacco, peanuts, flax seed, rice, sugar beets, and sugar cane for sugar. Two types of payments will be made to cooperating farmers: a soil-conserving payment averaging \$10 an acre for the country as a whole and a soil-building payment of up to \$1 for each acre in soil-conserving and soil-building crops in 1936.

Payments are to be divided between landlord and tenant where each shares in the crop or its proceeds. Administration will be through State committees, county and community committees and the AAA. Five regional divisions of the AAA will have charge of administration in five major areas.

-oOo-

OHIO COOPERATIVE MARKETING
SHOWS MARKED GROWTH

Cooperative effort among Ohio farmers has grown in the period of one lifetime from the management of a few cheese factories with an annual business volume of a few thousand dollars to statewide organizations handling nearly \$100,000,000 worth of farm produce each year, says B. A. Wallace, specialist in farm marketing, Ohio State University.

Milk cooperatives alone handled more than 100,000,000 pounds of milk last year, he says. Ohio farmer elevator companies now do a business of more than \$35,000,000 annually. Most of the profits are used to improve business equipment, to increase services to members, and to pay limited dividends on capital stock.

Cooperative livestock commission associations, it is stated, now handle Ohio livestock on the Buffalo, Cleveland, Pittsburg, and Cincinnati markets. Marketing agencies for selling eggs and potatoes under brand name is a recent development.

Wallace says that farmers can claim that through cooperation they have improved markets for their neighbors and themselves, have learned much about market procedure, and have obtained more money for their farm produce.

-oOo-

NEW YORK WARNS AGAINST
"FAKE" SEED POTATOES

Fearing a new effort to market ordinary seed potatoes under the

guise of genuine certified seed by the use of misleading descriptive terms, Commissioner Ten Eyck of New York Department of Agriculture and Markets is advising farmers to look for the official tag with the word "certified" stamped on its face.

"Don't let some glib salesman tell you that such words as 'selected', 'pedigreed', 'affidavit' or 'guaranteed' mean the same as 'certified'," he says. "Those words have no meaning in describing seed, so far as this department is concerned. Use of them is not illegal, but don't expect to get certified seed unless it is so marked."

-oOo-

MINNESOTA ELEVATORS TO TREAT GRAIN FOR FARMERS

Many local elevators of western and northwestern Minnesota will treat grain for farmers this spring to aid in the control of smut and other seed-borne diseases, reports R. C. Rose, University Farm, St. Paul. Forty-four elevators installed seed treating machinery last spring, and treated more than 300,000 bushels for patrons. Others will put in such equipment this year.

Because practically all seed wheat of the 1935 crops is light in weight, and much of the 1935 wheat and barley is scabby, the treatment of these kinds of grain is unusually desirable this year, says Rose.

-oOo-

ITALIAN EXPORT BAN BENEFITS CALIFORNIA

The Italian government's policy of restricting the export of food products has had a beneficial effect in California through increasing plantings of San Marzano tomatoes, reports California Department of Agriculture.

San Marzano tomatoes, small and pear-shaped, are used extensively in Italy for the preparation of pastes and hot sauces. Until recent years, American packers imported the paste from Italy. Nearly a dozen firms are now putting up San Marzano paste and hot sauce in California. Last year, more than 25,000 tons were processed.

-oOo-

CENTRAL IOWA FARM INCOMES WERE LOWER LAST YEAR

Net farm income in 1935 for members of the Cedar Valley Farm Business (east central Iowa) association averaged about \$140 less than for 1934, according to Iowa Extension Service. The net income, embracing net cash income and differences in inventory values, for 100 of the 140 members was \$3,700 compared with \$3,840 for 1934. Net cash income for the 100 members averaged \$1,546 in 1935 compared with \$1,730 for 1934.

These farms average larger in size than the State average, and they raise more livestock. The major factor accounting for the decreased net income in 1935 was the lower crop prices, the summary shows. For example, corn prices dropped from an average of 90 cents per bushel to 45 cents during the year. Prices of other feed declined. But livestock prices maintained higher levels, the average for hogs marketed by all association members being \$8.84 per hundred compared with \$4.21 in 1934.

THE BUREAU OF AGRICULTURAL ECONOMICS recently reported that increased production of dairy products is in prospect this spring since the relationship between prices of feeds and dairy products is favorable for dairy production; that bad weather caused a less than seasonal increase in farm employment in February; that winter sowings of wheat for the 1936 harvest in the Danube Basin were reduced 5 percent; that the general level of prices received by farmers has declined recently, owing chiefly to reduced prices on hogs, dairy products, eggs, and cotton; that a record in egg laying, the lowest in ten years, was established on March 1; that the 1935-36 wheat crop in the Union of South Africa was an all-time record of 20,209,000 bushels; that an increase of about 2,400,000 bales in the world cotton crop of 1935-36 was indicated by conditions in late February, and that imports of American flue-cured tobacco by China during the first four months of the current marketing year totalled 5,922,000 pounds compared with 13,375,000 pounds during the corresponding period a year ago.

THE COST OF PRODUCTION OF SWEET POTATOES is the subject of a mimeographed report obtainable from the Bureau of Agricultural Economics. Other recent reports are: "Marketing Western New York Celery, 1935 Season"; "Car-lot Shipments of Fruits and Vegetables, 1935"; "List of Publications Prepared by the Grain Division"; "Seed Statistics", and "Quality Affecting Feeding Value of Alfalfa Hay, and Suggestions for Use in Purchasing Alfalfa for Dairy Feeding".

SECRETARY WALLACE issued formal notice on March 16 that the cigar tobacco adjustment program in the United States has been substantially abandoned, thereby putting Cuban tobacco and manufacturers of tobacco on the same tariff basis as before the present trade agreement.

THE FIVE REGIONS which have been set up for administration of the Soil Conservation and Domestic Allotment Act are the Southern Division, under regional director Cully A. Cobb; the East Central Division, regional director John B. Hutson; the Northeast Division, regional director John B. Hutson; the North Central Division, regional director Gerald B. Thorne, and the Western Division, regional director George E. Farrell. The four commodity divisions of the AAA have been discontinued. Headquarters of the regional divisions will be at Washington, D. C.

"REFRIGERATION OF ORANGES IN TRANSIT FROM CALIFORNIA" is the title of Technical Bulletin 505, recently issued by the U. S. Department of Agriculture.

KENTUCKY EXPERIMENT STATION has issued a bulletin titled "Types of Farming in Kentucky".

PLENTY OF SEED is in stock this spring for expanding the Illinois acreage of grasses and legumes in line with recommendations for sound cropping systems and balanced production, according to crops specialists of Illinois College of Agriculture.

NEW YORK DEPARTMENT OF AGRICULTURE AND MARKETS has available publications which detail the legal standards and regulations to be met in New York in the sale of seeds, insecticides and fungicides, feed, fertilizer, and eggs.

54 Sm

STATE AND FEDERAL MARKETING ACTIVITIES AND OTHER ECONOMIC WORK

LIBRARY
RECEIVED
FBI
JUL 1 1936

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 1, 1936

Vol. 16, No. 14

NEW YORK ISSUING
MANY MARKET REPORTS

New York Department of Agriculture and Markets is issuing many market reports covering New York City and up-state markets. The New York City reports include a daily produce report, and statements covering all types of state produce such as fruits, vegetables, butter, cheese, eggs, poultry, country-dressed calves, and rabbits. There is a weekly spotlight report issued every Friday; other releases on the New York market include an early morning report, highlights on the market, a weekly summary and trend report, a market summary, and market comments.

Daily reports are issued covering the markets at Buffalo, Rochester, and the Capital District Market at Menands. A state markets summary is issued, and a western New York fruit and vegetable report. Special reports are issued on grapes, lettuce, turkeys, hay and straw, grain and feed.

A detailed description of the various reports may be obtained from New York Department of Agriculture and Markets, Albany, New York.

-oOo-

BUREAU ISSUES SUPPLEMENT
TO AGRICULTURAL OUTLOOK

A brief review of the supply outlook with respect to feed crops and livestock, wheat, flax and tobacco on the basis of farmers' intentions reports as of March 1 has been issued by the Bureau of Agricultural Economics.

The bureau says the intentions expressed indicate a replenishment of supplies of feed not much in excess of the probable requirements of the livestock on farms, possibilities of a return to an export basis for wheat, an increase in flaxseed production well within the probable needs for domestic utilization, and a tobacco production that may be so large as to reduce prices materially from present levels.

But since March 1, the general nature of the agricultural program under the Soil Conservation Act has been announced, and the bureau points out that many farmers may change their plans for the season. The point is made also that the reports on farmers' intentions to plant are not forecasts but interpretations of statements by individual farmers as to their tentative plans. The acreages and outturns indicated by the report are interpretations of what might be expected to happen should farmers carry out their March 1 intentions and should average yields be obtained.

WESTERN SCIENTISTS MEET
ON USES FOR FARM PRODUCTS

Scientists from 11 western states met with representatives of the Farm Chemurgic Council at Fresno, California, last week, to determine what crops may be grown in the west for utilization as industrial chemicals and otherwise. The Council is financed by the Chemical Foundation which was set up by Congress during the World War to develop seized German patents. It has been making experiments in the conversion of slash pine into newsprint, the growing of soy beans for conversion into various chemical substances, and the conversion of agricultural waste or excesses into alcohol for use as a motor fuel.

-oOo-

HOG SLAUGHTER TO SHOW
BIG INCREASE THIS YEAR

Hog slaughter will probably increase 30 to 35 percent between now and next September as compared with the corresponding period a year ago, according to the Bureau of Agricultural Economics. Most of the increase is expected after May 1 when marketings of fall farrowed pigs will get under way in large volume.

Demand for pork products may increase somewhat but not enough, the bureau believes, to offset the increased supply. The seasonal decline in hog prices in May and June, therefore, is likely to be greater than in May and June 1935, and prices during the late summer may not advance to the highest levels reached in 1935.

The bureau finds that the relationship of hog prices to corn prices in the United States the last six months has been "very favorable" for increased hog production. The hog-corn price ratio in February (19.3) was the highest in more than two years.

-oOo-

NORTH CAROLINA REPORTS
INCREASE IN LIVESTOCK

North Carolina Extension Service reports a tremendous increase in the number of silos being built throughout North Carolina and a general awakening of interest in the production of livestock." More than 450 silos were built on North Carolina farms during 1935. Farmers and cattlemen in the state are said to be giving more and more emphasis to pure bred cattle and sheep, and to the production of workstock. Extension specialist L. I. Case is giving demonstrations lessons on the advantages of quality stock and scientific feeding and pasturage.

-oOo-

MARKETING AGREEMENT ON
FRESH PEAS AND CAULIFLOWER

A marketing agreement for handlers of fresh peas and cauliflower grown in six Colorado counties has been tentatively approved by the Secretary of Agriculture and the agreement submitted to the industry for signature. The agreement is designed to continue a program which has been in operation during the past year under a marketing agreement

and license. The six counties are Alamosa, Rio Grande, Conejos, Costilla, Custer, and Eagle. Railroad shipments would be regulated under the agreement, and shipments by grades and sizes regulated. The program would be administered by a control committee of 10 members.

-oOo-

CASH RECEIPTS GAIN IN ALL FARM AREAS

Cash receipts from sales of principal farm products were larger this January than last in all agricultural regions, according to the Bureau of Agricultural Economics. Receipts from crops were 19 per cent higher than in January a year ago. Receipts from livestock and livestock products were 25 percent higher.

January sales totaled \$516,346,000 compared with \$421,156,000 in January 1935, with \$374,434,000 in January 1934, and with \$306,055,000 in January 1933. Farmers received in addition this January \$1,199,000 in government rental and benefit payments, compared with \$70,275,000 in January last year.

Largest increases in cash receipts were in West North Central and South Atlantic states; smallest increases in South Central states.

-oOo-

ADMINISTRATION REPORTS FEBRUARY FOOD SEIZURES HIGH

Fraud, dirt, decomposition and poison caused the confiscation during February of more than a score of staple commodities, reports the Food and Drug Administration. Inspectors found that the substitution of cheap or worthless ingredients continues as one of the major violations under the law. As typifying this sort of fraud, the Administration points out the seizure of 11,000 pounds of butter deficient in fat.

Two hundred cases of substandard canned peas and 320 of substandard canned tomatoes, masquerading as standard, were seized. Another lot of canned tomatoes (470 cases) and 1,430 cases of tomato juice were seized on findings of added water in the packs. The tomato juice was further misbranded because of claims of potency in vitamins A, B and C, which could not be substantiated.

-oOo-

IOWA ANNOUNCES ISSUANCE OF NEW BULLETINS

Popular bulletins recently issued by Iowa Agricultural Experiment Station, and which may be of interest to marketing specialists and economists, include one on the use of the Iowa farm price index, a bulletin on the future demands for corn, and one on the buying of grain in deficit areas.

The Station reports that since its compilation in 1926, the Iowa farm price index has come to play an increasingly larger part in the application of economics to Iowa agriculture. Recently, contracts covering land sales have been divided in which interest payments and in some cases the principal payments are based on this farm price index. A sliding scale farm lease has also been developed in which rental payments

are based on and vary with the index number.

Authors of the bulletin "The Agricultural and Industrial Demands for Corn" are of the opinion that the industrial demand for corn shows possibilities of definite increase. Corn sugar, distilled spirits and corn-alcohol fuel are all products which may use increasing amounts of corn as time goes on, it is stated.

The bulletin entitled "Freight Costs of Moving Iowa Feed Grains from Surplus to Deficit Areas" presents a picture of the freight rate structure, and discusses the effect of this structure upon prices paid by producers and consumers, and the directional flow of feed grains under changing supply and demand conditions.

Further details regarding current Iowa bulletins may be obtained from Blair Converse, Bulletin Editor, Iowa State College, Ames, Iowa.

-oOo-

MORE FEED AVAILABLE FOR LIVESTOCK THIS YEAR

More feed grains are available this year than last for the world's livestock, principally because of the return to nearly average yields in the United States, says the Bureau of Agricultural Economics. Another very large Argentine corn crop will be available after April 1, it is stated. Corn prospects are favorable in the Union of South America, but the export outlook for Danubian feed grains - especially for corn - is reported "not favorable". International trade in corn in 1936-37 is likely to be larger than in recent years, although shipments to non-European countries may be smaller than in 1935-36. European feed requirements are expected to be larger this year than in the last two years, as result of some increase in hog numbers.

-oOo-

NEW YORK RECOMMENDS PAPER WRAPS FOR CELERY

Parchment paper, wrapped around celery, helps to keep this vegetable fresh and crisp for the table, reports Prof. Paul Work of Cornell University, on the basis of experiments. The wrapper lessens moisture losses he says. Tests were made with wrapped and unwrapped celery, under refrigeration with low temperature and high humidity and in ordinary open room temperature with dry atmosphere.

A wrapper that covered the entire plant was found to give full protection against dust and dirt and better protection against evaporation than an ordinary wrap that covers only the base of the leafstalks.

-oOo-

TENTATIVE UNITED STATES STANDARDS FOR SPLIT PEAS have been issued by the Bureau of Agricultural Economics. The grades are Nos. 1, 2, 3, and Sample.

MIMEOGRAPHED REPORTS obtainable from the Bureau of Agricultural Economics include "Marketing the Michigan Grape Crop, 1935 Season"; Marketing the Michigan Pear Crop, 1935 Season"; Marketing the Michigan Peach Crop, 1935 Season", and "Extent of Protection from Fluctuations in Spot-Cotton Prices Afforded by Future Trading", by L. D. Howell and Leonard J. Watson.

4 50m

STATE AND FEDERAL MARKETING ACTIVITIES AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 8, 1936

Vol. 16, No. 15

MARKETING OFFICIALS' COMMITTEE REPORTS ON EGG GRADING LAWS

A 253-page report giving the results of an exhaustive survey of egg legislation, grades and standards in the United States, has been issued by the National Association of Marketing Officials. The report was prepared by a special committee composed of James M. Gwin, Chairman, of Connecticut Department of Agriculture, L. M. Rhodes of Florida Department of Agriculture, and H. M. Newell of Illinois Department of Agriculture. (Persons interested in obtaining copies of the report should contact Sidney A. Edwards, Connecticut Department of Agriculture, Hartford, Conn.)

The report reveals that approximately 200 egg laws have been passed in the United States within the past 25 years. Of these, about 20 percent are rigidly enforced, about 10 percent have been repealed, and the remainder have been practically forgotten. The committee says that "it was not uncommon while compiling this material to find state departments that did not know of the existence of a law that specifically designated them as the enforcing agency."

Chapters in the report are entitled "Egg Laws"; "Egg Grades"; "Official U. S. Standards"; "Uniform Candling Standards"; "State Egg and Poultry Laws"; "Canada - Egg Legislation"; "England - Egg Laws and Grades"; "Germany - Egg Laws and Grades"; "Federal Food and Drug Act Decisions Pertaining to Eggs"; "Tentative U. S. Poultry Grades"; "English Dressed Poultry Grades"; "State Egg Legislation", by Charles A. Urner (comment on report); and "'Relation of Canded Appearance to Broken-out Condition of Eggs" by H. E. Botsford.

-oOo-

PRICE-FIXING BY MEAT PACKERS IS CHARGED

Culminating more than two years of investigation and extensive hearings, the Department of Agriculture has ordered 11 packing companies to desist from price fixing, apportioning of territory, and related practices in the merchandising of meats. Such procedures, according to an order signed March 31 by Henry A. Wallace, Secretary of Agriculture, are held to be illegal under the Packers and Stockyards Act, which the Department administers. The order becomes effective on May 10.

-oOo-

THE AMERICAN INSTITUTE OF COOPERATION will hold its 12th annual session at Illinois College of Agriculture, Urbana, June 15 to 19.

CALIFORNIA REPORTS INCREASE
IN MOTOR-TRUCK HAULAGE

There was almost a 50 percent increase in 1935 in the number of trucks leaving California laden with fresh fruits and vegetables, according to California Department of Agriculture. The total equalled 9,805 railroad carloads compared with 6,683 in 1934. Incoming truck hauls have increased also - 3,445 carloads in 1935, compared with 1,682 in 1934.

The largest quantity of produce passing through inspection stations was at Blythe, last year, or 2,899 carloads. Citrus fruits, including oranges, grapefruit and lemons, represented about 40 percent of all truck shipments. The department reports that truck loads of produce sometimes include 20 to 25 kinds of fruits and vegetables and as many as 400 to 500 packages on the truck and trailer. The quantity hauled on one vehicle, including the trailer, oftentimes is the equivalent of one railroad car. Regular truck runs are made to many cities in the West, many of the hauls covering 1,000 to 1,500 miles.

-oOo-

CONNECTICUT LAW RESULTS
IN BETTER POTATOES

Connecticut consumers are receiving much better potatoes as a result of the law which has been in effect slightly less than a year requiring that all potatoes sold at retail be marked with the grade which they represent or the word "Unclassified", says Connecticut Department of Agriculture.

Almost "universal observance of the law" is reported. Of 24 samples recently collected from stores in all parts of the state, only 5 failed to pass the grade which was indicated on the outside of the packages. A year ago, when 23 samples were collected from approximately the same stores, only 4 passed the grade which was advertised.

Many stores in Connecticut are reported refusing to buy potatoes that do not pass the official United States or Connecticut grades.

-oOo-

NEW YORK MAPLE PRODUCERS
GET LOWER EXPRESS RATES

Lower express rates on maple syrup and maple sugar have been put into effect from all points in New York State. Maple cream is included provided the product is to be shipped outside of New York State to another state which does not restrict the use of that term. The reductions are effective April 20, and will continue until February 28, 1937. Last year, reductions applied from only a few New York State points.

The new rates represent a reduction of 20 percent in the 100-pound rate, with even greater reductions on smaller shipments. The charge on a shipment weighing 14 pounds or less cannot exceed \$1, regardless of the distance shipped in the United States.

-oOo-

DR. JAMES T. JARDINE has been appointed by Secretary Wallace as Director of Research for the United States Department of Agriculture. Dr. Jardine has served as Chief of the Office of Experiment Stations in the Department since September 15, 1931. He will continue in that capacity.

IOWA SEED CORN
MUST BE LABELED

All seed exposed, advertised or offered for sale in Iowa is required by state law to be properly labeled, and the label on seed corn must give the percentage of germination, month and year tested, year grown and in what county and state grown. Iowa Extension Service is calling attention to the law since the germination of seed corn is lower than usual this year in Iowa, and many dealers are being forced to sell lower quality seed.

-oOo-

ILLINOIS REPORTS OUTLOOK
FOR LIVESTOCK PRICES

Because of increasing numbers of hogs coming to market, hog prices in the fall of 1936 may be expected to be lower in relation to the general index of farm prices, according to Illinois College of Agriculture. Referring to other types of livestock, it is stated that with cattle being held back to rebuild herds, it is probable that the price of beef and dairy cattle will be upward during the next few years. Present prices of beef cattle and hogs are said to be high compared with prices of grains and of products such as milk, butter and eggs. Continued high prices of horses, for several years, are expected.

-oOo-

NEW JERSEY BANS IN-SHIPMENTS
OF UNCERTIFIED PLANTS

Nurserymen of New Jersey and plant inspection officials of other states are being notified by New Jersey Department of Agriculture that uncertified raspberry plants cannot be imported into New Jersey nor shipped from point to point within the state, to prevent the introduction of virus diseases. The quarantine will work no hardship on New Jersey growers, it is stated, many of whom are now complying with similar quarantines enforced on interstate shipments by 13 other states.

-oOo-

FARM PRICE INDEX
DROPS FIVE POINT S

The farm price index dropped from 109 to 104 during the month ended March 15, according to the Bureau of Agricultural Economics. Larger than seasonal declines in prices of dairy products, veal calves, tobacco, and truck crops are reported. Prices of cotton, bread grains, hogs, cattle, chickens, eggs, flax, and hay also declined during the month. Slightly higher prices were reported for feed grains, moderate advances in prices of fruit, potatoes, and wool, and a sharp upturn in prices of work animals.

The index is 4 points lower than on March 15 a year ago. The index of prices paid by farmers declined from 122 to 121 during the month ended March 15. The ratio of prices received to prices paid declined from 89 to 86.

THE AGRICULTURAL ADJUSTMENT ADMINISTRATION recently announced the tentative approval of a marketing agreement for the Fall River, Mass., milk sales area, designed to continue in effect a milk marketing program which has been in operation in the area during the last two years under a license for milk distributors there.

Approval has been given, tentatively, of a program for the diversion of sub-standard grade raisins from normal channels of trade to by-product uses, under agreement between the Secretary of Agriculture and the California Raisin Products Association.

Secretary Wallace recently offered to make payments to peanut growers who sell farmers' stock peanuts produced in 1935 to oil millers for diversion into peanut oil, and has invited offers from peanut millers to purchase peanuts for diversion. It is contemplated that about 66,000 tons of peanuts will be diverted under this plan.

THE BUREAU OF AGRICULTURAL ECONOMICS recently reported that farmers' cash income from the sale of farm products was \$469,000,000 in February, compared with \$558,000,000 in January, and with \$402,000,000 in February a year ago; that the first official estimate of the 1935-36 Argentine corn crop is 380,000,000 bushels compared with the record crop of 451,943,000 bushels last year; that the French Government is to pay a subsidy on the exportation of lard so as to reduce quantities available in the domestic market and to increase domestic prices; that the first step toward establishment of a tobacco monopoly in China was inaugurated on March 15 through a leaf tobacco monopoly by the provincial government in Kwantung; that a slightly larger spring wheat acreage probably will be seeded in many European countries this year; and that the first official estimate of the 1935-36 cotton crop in Southern Brazil is 904,000 bales compared with 610,000 bales last year.

NEW JERSEY BUREAU OF MARKETS has issued a report of the Hightstown Potato Office and a summary of the 1935 New Jersey potato season. Write W. W. Oley, chief of bureau, Trenton, N. J., for copies.

IT IS A SAFE PRACTICE to pay no attention to advertisements of seeds where price alone is the only description given, says Prof. M.T. Munn of New York Experiment Station.

A VEGETABLE BREEDING LABORATORY, the first of its kind in the world has been established by the United States Department of Agriculture and 13 cooperating states, near Charleston, S. C. Government plant explorers have been sent to India, Persia, and Turkey in search of hardy and disease resistant vegetables.

"DEAL" REPORTS recently issued by the Bureau of Agricultural Economics include "Marketing California Asparagus, 1935 Season", and "Marketing Texas Tomatoes, 1935 Season". The Federal-State Market News Service at Los Angeles, California has issued a report on "Wholesale Market prices at Los Angeles for Certain Fruits and Vegetables, 1935."

A REFERENDUM on mandatory tobacco inspection in Kentucky and Tennessee markets, under provisions of the Tobacco Inspection Act, is being held this week by the Bureau of Agricultural Economics.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 15, 1936

Vol. 16, No. 16

VIRGINIA GROWERS VOTE FOR TOBACCO INSPECTION

Tobacco inspection under the new Federal Tobacco Inspection Act has been endorsed in a referendum by the tobacco growers in the Virginia fire-cured district, reports Dr. A. G. Black, Chief of the Bureau of Agricultural Economics. Nearly complete returns on the referendum show only 7 percent negative votes. The referendum applied to the auction markets at Lynchburg, Farmville, Blackstone, Bedford, and Drakes Branch, Virginia.

The new law authorizes the Secretary of Agriculture to require all tobacco offered for sale on any tobacco auction market to be inspected by a representative of the U. S. Department of Agriculture after a favorable referendum has been held among the growers patronizing such market. The inspection service is designed to aid growers in the marketing of their crop, and two-thirds of the growers voting must vote in the affirmative before inspection may be made mandatory.

The Virginia referendum is the first to be held under the new Tobacco Inspection Act. A similar referendum is being held covering eight markets in Western Kentucky and Tennessee for the sale of fire-cured and dark-cured tobacco.

-oOo-

WHEAT FARMERS TO RECEIVE 21 1/2 CENTS A BUSHEL ON ALLOTMENTS

The AAA announced recently that a payment of 21½ cents a bushel on farm allotments will be made to wheat farmers who applied for contracts and who adjusted their wheat seedings prior to January 6, 1936, in accordance with the then existing requirements. The payments will be received mainly by winter wheat farmers, and are expected to total \$40,500,000, less local administrative expenses. They will be in full settlement of the obligation of the Secretary of Agriculture to farmers who complied with the requirements of the wheat adjustment contract program before abandonment of that program on January 6. The payments are entirely separate from any which may be made in connection with the agricultural conservation program for 1936.

-oOo-

NEW YORK ISSUES FRUIT GUIDE FOR ROAD STANDS

A list of fruits especially adapted for sale at roadside stands and arranged in order of ripening so that growers may plant orchards, vineyards, and small fruit patches with varieties that will give a succession of high-quality fruits from early June to late fall, has been

issued by New York Experiment Station, Geneva, N. Y. This may interest consumers also as a guide to the best varieties of the different fruits in season. Brief descriptions of each variety give a hint to the qualities that appeal particularly to consumers. Time of ripening is the chief consideration in arranging the list, which is divided into bi-monthly periods.

PENNSYLVANIA CANNING INDUSTRY HAS GROWN

Canning crops last year netted Pennsylvania fruit and vegetable growers \$20,000,000, according to Pennsylvania Department of Agriculture. Rapid growth of the industry since 1929 is attributed in part to improved crops resulting from the grading and standardization work of Federal-State inspectors, says Secretary J. Hansell French. In 1929, Pennsylvania canneries were buying only 13,487,955 pounds of graded Pennsylvania-grown products. Last year they bought 102,734,348 pounds. Six years ago the graded products bought by the canneries were apples, grapes, green beans and tomatoes. This list has been augmented by cherries, corn, peas and berries. A report for 1935 on "The Grading of Canning Crops in Pennsylvania", may be obtained from the Bureau of Markets, Harrisburg, Penna.

-oOo-

PRODUCTION CREDIT LOANS A NEW PEAK THIS YEAR

Production credit associations loaned farmers more than \$66,000,000 in the first quarter of 1936, the largest amount in any similar period since the organization was started, according to S. M. Garwood, Production Credit Commissioner of the Farm Credit Administration. The dollar volume of loans increased 20 percent and the number 16 percent as compared with the first quarter of 1935.

"The improvement in agricultural conditions last year and the availability of short-term money at reasonable rates has encouraged thousands of farmers to finance their operations on a cash basis this year," it is stated.

-oOo-

NEW JERSEY CONSUMER SERVICE IS POPULAR

A consumer syndicate sheet distributed to newspapers by the New Jersey Department of Agriculture is enjoying wide popularity. The sheet contains six illustrated feature articles for publication on dates a week apart. Boxes labeled "Food Facts" containing "Do you know 'teasers'" are appended. The articles are timed to coincide with the marketing seasons and are not in any sense "fillers". Some recent titles are: "Consumers Are Urged To Read Canned Food Labels With Care"; "Bloom of College Bred Peaches Attracts Many Orchard Visitors"; "Only Grade A Milk Is Used At New Jersey's CCC Camps"; "Mild Flavored Jersey Asparagus Is Popular Spring Vegetable"; "Consumers Welcome Fresh Eggs As Economical Food in May"; "Cream That Refuses To Whip Is Usually Too Warm Or Thin".

CALIFORNIA SEES IMPROVED
TRUCK CROP MARKET OUTLOOK

Truck crops intended for fresh market consumption may be absorbed by the trade in greater volume this year at about the same level of prices in 1935, according to an outlook report by California College of Agriculture.

The smaller-than-average supply of old potatoes, combined with increasing consumer income, indicates that the present level of potatoes prices generally will be maintained, or possibly raised, in the immediate future, it is stated.

The green pea market, says the report, was faced with the overwhelming increase of 720 percent in Florida and Texas production, and average California prices are expected to remain about the same as they were last year. The report warns against excessive plantings of fall lettuce. Plantings of spring lettuce in the Great Valley are reported as light, but a sharp acreage increase in the Salinas-Watsonville district is noted.

A promising outlook for early cantaloupes is seen, but "it is likely that, due to expanded acreage, watermelon prices will decline further, and there may be difficulty in marketing the entire crop."

-oOo-

BUREAU TO STUDY IMPORTS
OF AGRICULTURAL PRODUCTS

A statistical analysis of imports of agricultural products into the United States in recent years and of the acreage displaced by these imports is to be made by the Bureau of Agricultural Economics. A similar study in 1930 led to the conclusion that about 10,000,000 to 15,000,000 acres would have been required in the late Nineteen Twenties to produce all of the imported agricultural products that could have been grown in the United States or products for which substitutes could have been readily produced in this country.

The area then used in producing crops in this country was about 365,000,000 acres, and the products of 60,000,000 acres were exported, "so that shutting out all the imports that could be replaced by production in the United States, would have left about 45,000,000 to 50,000,000 acres producing for export."

The study soon to be made will reveal what changes have taken place in the last few years.

-oOo-

FARM CASH INCOME
GAINS ARE REPORTED

Farmers the country over sold \$469,000,000 worth of farm products in February, Compared with \$401,000,000 in February a year ago, \$391,000,000 in February 1934, and \$257,000,000 in February 1933, according to the Bureau of Agricultural Economics.

Cash receipts this February were larger than in the same month a year ago in all states except Kansas, South Carolina, Kentucky, Tennessee, Arkansas, and Louisiana. For the country, receipts from crops were 17 percent greater than a year ago, and from livestock and livestock products 14 percent greater.

There were no government rental and benefit payments to farmers this February; payments in February a year ago totaled \$51,671,000. Cash receipts this February were larger than the combined figure from sales of principal products plus benefit payments a year ago.

THE AGRICULTURAL ADJUSTMENT ADMINISTRATION recently announced termination of the marketing agreement and license for shippers of potatoes grown in Florida, Georgia, South Carolina, North Carolina, Virginia, and Maryland.

A marketing agreement for handlers of fresh California pears, plums, Alberta peaches, apricots, and cherries has been tentatively approved and sent to handlers for signature. The agreement is designed to replace the existing marketing agreement program which has been in effect since July 17, 1935.

Suspension of the license for the Tucson, Arizona, milk sales area has been announced.

THE BUREAU OF AGRICULTURAL ECONOMICS recently reported that legislation in the Irish Free State has resulted in an eight-fold increase in wheat production since 1932; that little change in the domestic wool market during the next few months is in prospect in view of small supplies in the United States and strong foreign demand; that the cattle situation in Denmark is greatly improved compared with 1932 and 1933.

PENNSYLVANIA BUREAU OF MARKETS reports that producers received $1\frac{1}{4}$ cents per dozen more from their eggs at auction markets in that State in March than in the corresponding month of 1935. The cash gain was \$1,200 on 3,000 cases of top grade eggs. Pennsylvania has six egg auction markets.

"An AGRICULTURAL PROGRAM FOR NORTH CAROLINA" has been issued as Extension Circular 208 by North Carolina Extension Service.

PUBLICATIONS recently issued by the Bureau of Agricultural Economics include Circular 383 entitled "Market Classes and Grades of Lambs and Sheep", and mimeographed reports entitled "Marketing Western and Central New York Lettuce, 1935 Season", and "Marketing the Michigan Apple Crop, 1935 Season."

NEW YORK COLLEGE OF AGRICULTURE reports that "the supply of seed for most of the new varieties of potatoes is not large enough for the demand." Three of the most promising varieties, developed by the United States Department of Agriculture, are the Katahdin, the Chippewa, and the Golden. They are now on trial with many growers in a few potato states. In addition, the Minnesota experiment station recently introduced a new early variety called Warba.

A LIST OF LICENSES revoked or suspended under the Perishable Agricultural Commodities Act may be obtained from the Bureau of Agricultural Economics.

WEIGHT SHORTAGES, butterfat below the legal standard, and mold and barnyard dirt in butter, brought six creameries into court during March, the Food and Drug Administration reports. The creameries, scattered through four central states, Florida and the state of Washington, had made interstate shipments of the adulterated and misbranded food in violation of Federal law.

NINE STATES are now cooperating with the Bureau of Biological Survey in investigations to learn how to increase, maintain, and use wildlife resources.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

Vol. 16, No. 17

April 22, 1936

CONSUMER'S MEAT DOLLAR STUDIED BY UNIVERSITY

A detailed answer to the question, "What Becomes of the Consumers' Meat Dollar?", has recently been published by the University of Chicago in cooperation with the Institute of American Meat Packers, reports Iowa Extension Service. The study, which deals with the proportions of the consumer's meat expenditures which go to all agencies of meat production and distribution, was conducted by Bernard F. Tobin.

Mr. Tobin found that in the 10 years, 1925-1934, the price paid by consumers for meat and meat products was divided among various agencies of the livestock and meat trade as follows: Of an average retail value of 21.5 cents per pound, the margin for retailing was 5.4 cents; for wholesaling, 1 cent; for processing, 3.3 cents; for marketing the livestock, 0.9 cents. The farm value was 10.9 cents, which was the amount returned to the farmer for each pound of meat products sold at retail.

A break-down of the figures by years shows that the proportion of the consumer's meat dollar received by farmers was considerably less during the period 1929-1933 than it was in 1925-1929 or in 1934. The farmer's portion declined during the depression while the retailer's and packer's portion increased.

The decline in retail meat prices from the 1929 peak to the 1932 bottom was roughly 45 percent, while the decline in wholesale meat prices was about 55 percent, and the decline in livestock prices was about 65 percent.

-oOo-

NEW YORK WARS ON SNIDE PACKAGES

New York Department of Agriculture and Markets is campaigning against retailers of short-weight packages. Penalties of \$125 were assessed against five retailers, recently, for selling short-weight packages of tea. Department inspectors asked for "half a pound of tea". In four instances they were sold packages which the manufacturer had labeled "7 ounces". In the fifth instance, the dealer said he had only "a quarter-pound package." This package was marked as containing only 3½ ounces."

Packaging tea, coffee and other commodities in any weight marked on the label is no violation of law in New York, but the department says that the practice of packaing these commodities in 15 ounces, 7 7 ounces, and 3½ ounces lends itself to deception by the retailer.

IOWA WOULD 'PUSH'
PIGS FOR EARLY SALE

Hog feeders are being advised by Iowa Experiment Station to "push" their spring pigs in order to get them marketed before what they believe may be a more than seasonal" price decline next September and October. Pigs farrowed around the middle of March, it is stated, can be "pushed" to 200 or even 225 pounds by September 1, if they receive a full feed of grain and adequate protein supplement while on pasture. Corn fed at the rate of 4 pounds per 100 pounds of live weight and kept before the pigs at all times will give maximum gain and furnish, it is stated.

-oOo-

FARM CREDIT AND REAL
ESTATE SITUATION IMPROVED

A marked improvement in farm credit and real estate conditions during the first quarter of this year is reported by the Farm Credit Administration. A large proportion of loan proceeds under the FCA is being used to finance the purchase of farms, and private agencies are investing more money in farm mortgages. During the first 12 weeks of this year, insurance companies representing more than 90 percent of total admitted assets of legal reserve companies, invested \$12,100,000 in farm mortgage loans, compared with \$10,700,000 in the corresponding period of 1935.

The FCA reports that farmers bought more than 1,000 farms from the Federal land banks in February. Improvement in farm commodity prices is steadily cutting down delinquencies on mortgage debts, it is stated.

-oOo-

FLAX ACREAGE TO BE MAINTAINED
UNDER CONSERVATION PROGRAM

The AAA soil conservation program will not encourage shifting of lands out of flax production, H. R. Tolley, acting administrator, has announced.

Payments to flax producers of 20 cents a bushel on the normal yield on their acreage allotments will be conditioned upon their having 1 acre of soil-conserving crops for each 5 acres of flax. These payments will be made on flax acreage up to a total for the United States which, with normal yields, will produce 19,000,000 bushels of flax. This is the 10-year average production for the years 1923-32. Although payments are based on the 10-year average production, this does not limit the quantity of flax which may be produced, but only establishes a budget limitation within which payments can be made.

-oOo-

U. S. MAY EXPORT MORE
HOG PRODUCTS THIS YEAR

A moderate increase in United States exports of hog products is in prospect during the remainder of 1936 on the basis of larger domestic

hog slaughter and concessions obtained in foreign trade agreements, notably with Cuba, according to the Bureau of Agricultural Economics.

Three years ago the United States supplied Great Britain 91 percent of her lard imports. The proportion since last October has been only 33 percent, the decrease being attributed to reduced hog production in the United States resulting from the 1934 drought. This figure may be raised, it is suggested, with increase in United States production.

-o0o-

COOPERATION INSTITUTION TO DISCUSS MARKETING

Problems and developments in the marketing of products through farmers' cooperative associations doing an estimated business of more than \$1,300,000,000 a year, will feature discussions at the opening session of the American Institution of Cooperation at Illinois College of Agriculture, the week of June 15.

H. C. M. Case, head of the department of Agricultural economics at the college, says that "each day farmers are facing new problems in the marketing of every type of agricultural product. The extension, during the past 10 years of a vast network of hard roads, has tended to place the farmers within easy reach of markets 100 miles or more distant. Today, a large proportion of Illinois livestock is trucked to terminal markets. Transportation by truck and waterways has brought a new problem to the local elevator.

"Dairymen", he says, "face the conflict of overlapping milksheds and varied marketing policies in different cities. Rapid and long-distant transportation by truck and rail is bringing keener competition for fruit and vegetable areas. These and many other problems will form the basis of discussion at the opening session of the institute.

-o0o-

MANY STATES COOPERATE IN POULTRY IMPROVEMENT PLAN

Thirty-four states are taking part in the National Poultry Improvement Plan, reports Berley Winton of the U. S. Department of Agriculture. The department has for distribution a tabulation showing the particular phases of the plan in which each state is participating, and the name and address of the representative or official state agency charged with administering the plan. This is the first year, it is stated, that farmers and poultrymen have been able to buy chicks of the U.S. grades based upon systematic classification of breeding flocks.

-o0o-

PACIFIC COAST EGG PRODUCTION INCREASED

Pacific Coast production of eggs this year has been much heavier than in 1935, but larger shipments to Eastern markets have resulted in a smaller into-storage movement, reports California Department of Agriculture. Buyers of storage eggs are faced this year, it is stated, with more than the usual amount of uncertainty always present at the beginning

of the into-storage season. Immediately behind is the money lost on last year's storage operations, and ahead is the prospect that further additions will be made to laying flocks.

-oOo-

NEW ORLEANS LIVESTOCK

RECEIPTS ARE INCREASING

In the first tabulation of its kind the New Orleans stockyards reports that livestock from 37 different parishes in the state came by truck to the local markets during the last half of 1935, says B. B. Jones, Louisiana Extension Service. A few of the parishes in the list were prohibited from marketing cattle or calves because of being in the tick quarantined area, but these parishes sent hogs or sheep to the market. Trucked receipts from the 37 parishes totaled 35,467 head of cattle, calves, hogs and sheep. Receipts by rail totaled 656 cars, of which 156 cars came from Louisiana.

-oOo-

THE BUREAU OF AGRICULTURAL ECONOMICS recently announced that farm wages on April 1 were the highest for that date since 1931; that the egg output by farm flocks on April 1 was about 4 percent more than on April 1 last year, and 2 percent more than on that date in 1934; that reclamation projects now under way in Germany cover an area of approximately 3,000,000 acres; that production of dairy products is larger than at this time a year ago; that world cotton mill activity has been at a high level in recent months, with American cotton comprising a larger part of the total consumption than a year ago.

THE AGRICULTURAL ADJUSTMENT ADMINISTRATION recently announced that a public hearing on a proposed marketing agreement and order for handlers of milk in the Kansas City, Mo. marketing area will be held at Kansas City, May 6; that an order for handlers of milk in the Fall River, Mass., marketing area to replace a program which has been in effect under a license in that area during the last two years has been issued, effective May 1; that the size of the St. Louis milk marketing area has been reduced, and the price of milk reduced in each class by 10 cents per hundredweight, except milk used in the manufacture of milk sold in hermetically sealed cans.

FEED AND LABOR are the two biggest expense items of Massachusetts dairymen, says Massachusetts Extension Service, which is urging producers to cut these costs. Cost economy meetings are being held with dairymen in more than 20 communities in the state.

NEARLY 1,000,000 RURAL BOYS AND GIRLS are now enrolled in 4-H clubs, reports Dr. C. W. Warburton, director of extension work, U. S. Department of Agriculture. The figures for 1935 show a 9 percent increase over 1934.

LOUISIANA expects to ship more than 3,000 carloads of potatoes this year compared with 2,567 carloads in 1935, reports B. B. Jones, Louisiana Extension Service.

STATE AND FEDERAL MARKETING ACTIVITIES AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 29, 1936

Vol. 16, No. 18

ATLANTIC STATES MARKETING OFFICIALS MEET IN ANNUAL SESSION

State and Federal Marketing Authorities
Discuss Current Problems

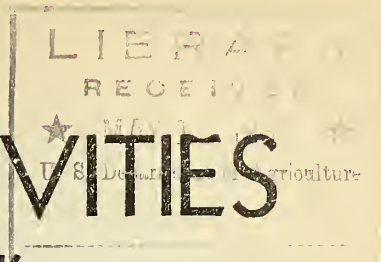
Marketing officials representing 11 States took part in the 1936 annual meeting of the Atlantic States Division, National Association of Marketing Officials, at Washington, this week. Topics under discussion were market news, marketing research, consumer information services, State marketing laws and their enforcement, grading of cannery crops, Federal-State shipping point inspection, standardization of State marketing laws, increasing sales of agricultural products through advertising, cooperation with the AAA, and purchases of surplus commodities by the Surplus Commodities Corporation.

The meeting was opened by S. B. Shaw of Maryland Department of Markets, as President of the Atlantic States Division, and Warren W. Oley of New Jersey Bureau of Markets, as Secretary. Dr. A. G. Black, chief of the Bureau of Agricultural Economics, greeted the Association to Washington, and assured the marketing officials of continued cooperation in the numerous contacts which the State officials have with the Bureau.

Farmers' Income Improved

Dr. Black, discussing the marked improvement in farmers' income the last three years, said "we are facing this Spring a rather hopeful situation; we can speak more definitely on that than we have been able to for the last several years. We have had a rather steady increase in agricultural income; in 1933 we had a gross income of about \$6,000,000,000, in 1934 about \$7,000,000,000, in 1935 about \$8,000,000,000, - increasing almost at the rate of \$1,000,000,000 a year. There has been an increased gross income of some 80 percent in the last three years; that large increase cannot fail to have an effect on business conditions. There is nothing in the picture which is going to disturb greatly the progress of agriculture. It will depend very largely upon the extent to which the consuming power of urban people is to be increased."

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.



Dr. Black declared that "one of our biggest problems is the attempt that all of us are making to arrive at some degree of uniformity across State lines. Until recently not many of us had very much idea as to how great a lack of uniformity there was with respect to certain of the laws which had to be administered by the officials of the various States. The first start, so far as I know, was made last year by the National Association in the survey of the egg laws of the country. The Association found there were some 250 separate laws. A situation of that sort can hardly help the marketing situation.

"The bureau is about to undertake, in conformity with a request from Mr. Newell of the national group, a study of fruit and vegetable laws somewhat comparable to that which your Association made independently on egg laws. We are hoping to have a committee set up to work with a similar group from your Association to make a survey of that situation, and perhaps go somewhat further by making some analysis in an attempt to find out the direction this legislation may be taking; to find out just what is the trend of legislative efforts in the various States. If possible, It is our job to guide, if we can, the direction which that legislation is taking so as to induce a degree of uniformity in these matters from State to State, and to facilitate the transfer of products across State lines. One of the biggest jobs is to coordinate all of our efforts, State and National, which are going to be of maximum service to producers and consumers."

Marketing Research

Dr. Frederick V. Waugh of the Bureau of Agricultural Economics, addressing the group on the subject of marketing research, declared there should be a closer tie-up between marketing officials and the research agencies of the colleges. The research we have done in marketing, he said, has probably been less scientific than in many other fields, "but marketing is a difficult field in which to work." The speaker suggested that inasmuch as most marketing problems cover wide areas, research should be on the basis of a market or marketing area rather than on the basis of localities; we need, for example, "to study the marketing of milk by milk sheds, and of other commodities by something similar to a milk shed; we need to concentrate our study on controversial issues and not dodge them; it is up to us to analyze the data and say what they mean, and then give positive recommendations; conclusions and recommendations should be as definite and practical as possible, and based on evidence; we should find out whether certain contentions or principles are right or wrong.

"There has been a growing realization," Dr. Waugh continued, "that a substantial part of the consumer's dollar is spent in the terminal market, due to costs and charges which many people feel are too high. There is a growing interest in studies of terminal markets. The bureau is cooperating with the colleges in Pennsylvania and New Jersey on a rather detailed study of the Philadelphia market, getting good cooperation from the trade, farmers, and shippers. We are trying to get information about the volume of supplies that move through Philadelphia, where the supplies come from and where they go. An important factor is the amount of hauling back and forth between markets within the terminal. I shall not be

satisfied with this study unless we arrive at some sort of specific recommendations. We should go far enough to indicate the relative advantages or disadvantages of alternative things that might be done.

"We are making the same sort of study of the traffic problem in the terminal; studying the needs of farmers, shippers and buyers, and will start studying the possibilities of relocation of market facilities. We must get into a detailed and definite study of the relative advantages of relocating the markets or leaving them where they are, and definite studies of improvements in the markets. Hours of doing business must be studied. The trade has tried several times to control hours but have not been successful. In some cities there has been cooperation between the trade and city governments in regulating hours of doing business.

"Another type of research has been on the grades and standards, and research on consumer preferences. I think we are getting a little away from just sending out questionnaires and asking consumers to write in what sort of products they want, and have made some progress in getting a scientific statement on preferences. It isn't going far enough only to study consumer preferences in connection with grades and standards; we must correlate that with farm management data to find out what would be a practical system of grades based on premiums large enough to pay for the cost of grading.

"We need to study the possibilities of a better reporting service dealing with motor truck movements. So far, the best we can do is to get receipts by motor trucks in some of the principal markets. We also need some information on shipments by truck. We need to consider whether the motor truck should be regulated. Marketing officials should inform themselves about this so that legislation can be enacted along sound lines. We should study the effect of motor distribution on the geography of production.

"We should go as far as we can in finding out the degree to which State marketing laws are being enforced, and the economic effects of the laws enforced, so that we can try to reach what we think is a sound public policy dealing with that type of law. In many cases these State laws represent either sound or unsound restrictions to trade. There are, also, problems connected with large scale processing and distribution. We should find out whether the farmer would be better off if these big concerns were abolished or regulated to protect consumers and farmers against unfair practices. There is the possibility that if farmers were organized right they could deal with this question and reap the benefits from large scale business.

Cooperative Research Needed

"Most of these questions," Dr. Waugh stated, "are too big for one agency to handle; that is the biggest difficulty in doing research in marketing. We need to tackle two or three of these big questions cooperatively and then to agree on some kind of joint attack. An example is the milk

study now under way in New England. Dr. Corbett has been appointed secretary of the New England Research Council which is supervising this study. The bureau is working on it, together with six agricultural experiment stations in New England. This represents a conscientious attempt to plan our work ahead of time and to get everybody working on the same thing. The experiment stations have agreed to make this their principal job of research for the next several years."

Roadside Marketing

S. B. Shaw of Maryland Department of Markets announced that a survey is being made of food distribution in Baltimore. He reported also the results of a study of roadside marketing, in which consumers in Washington and Baltimore were asked their preferences. There was unanimous agreement among consumers, he said, that products should be of as good quality as those found in chain stores, and that prices should not exceed prices for the same commodities in chain stores. There was a decided preference, he stated, for fresh fruits and vegetables in season.

Market News

Wells A. Sherman of the Bureau of Agricultural Economics, addressing the group on State and Federal cooperation on market news reported "there are 25 States cooperating financially to a greater or less extent in the market news program on fruits and vegetables. Cooperation varies from an equal sharing of expense in temporary field offices to a mere distribution by the States of information received over the bureau's leased wires. The contribution of the States for the present fiscal year is about \$35,000, the major part of which is received from a few States.

"There is need for cooperation," Mr. Sherman said, "in collecting motor truck shipments and receipts information. We feel the collection of truck receipts information is, or should be, quite as much a State function as a Federal function. More States are interested in this problem than was the case a year ago; that interest is likely to increase. The State market bureaus and the Federal bureau should be looking forward to making plans to meet this situation as quickly as possible so as to avoid being forced by public necessity to do something for which definite plans have not been worked out. Various State agencies are in a position to supplement in most of the large cities what we have been able to do in assembling definite information day by day of what comes in over the highways.

"As a general policy," the speaker continued, "we believe that the surface of cooperation between Federal and State agencies has hardly been scratched. The Federal bureau collects information needed for national market news service; we do not have the means for doing the detailed work which will have to be done if we are ever to add to that picture the very important information which has to do with the movement of perishables over highways. It should be the primary function of the States to take the market news information, supplement it and broaden it by information of a local character, and make an intensive distribution of the news to growers and dealers interested. It is this kind of cooperation which will increase the value of the service."

Feed Market News

George A. Collier of the Bureau of Agricultural Economics described the bureau's feed market news service, in which some of the western States are cooperating, and proposed cooperation with eastern States to include information on feed supplies in State market news services to dairymen and poultrymen.

Webster J. Birdsall of New York Bureau of Markets described the farm market news service in that State, whereby "a good picture of the markets throughout New York is supplied farmers by noon each day." Teletype machines have been installed for this purpose in the bureau's branch offices. The reports are distributed to radio stations and newspapers, and otherwise made available to farmers before trucker-dealers visiting farms make afternoon purchases.

Consumer Information Service

Fred W. Jackson, supervisor, Division of Consumer Information, New Jersey Bureau of Markets, described the consumer service which has been established in that State, designed to keep housewives informed currently on market supplies and to make available to housewives authentic information on quality factors in farm products. Mr. Jackson cited many campaigns by various food groups, all "bearing down on the housewife with a message which they hope will determine her purchases."***It is a wonder to us sometimes that the housewife has any money left to buy the plain, natural raw food products."

The New Jersey Division issues "spot news" stories, feature stories, leaflets, and posters - all aimed at increasing the consumption of New Jersey farm products. The work is financed by the State and through contributions by private agencies. A weekly illustrated feature story sent to 400 newspapers in the State is being widely used.

Mr. Jackson said: "We believe an informed housewife is a better prospect for our products. We think she will be more receptive to our suggestions than one who is not familiar with our products or with the seasons of them. We do not try to arouse her against products from other States. We believe that if we can be of aid to her when she is doing her shopping we can be most helpful. We try to tell her what to seek and what to avoid when she is buying sweetpotatoes, strawberries, asparagus, or whatever may be in season; to help her distinguish varieties of apples, for example. Our approach is not an academic one; it is not the usual commercial one."

Grading Cannery Crops

The grading of cannery crops was the subject of a session of the meeting during which food products inspectors from several eastern States reported on the progress being made in this field. D. M. James of Pennsylvania Bureau of Markets stated that about 600 acres of peas produced by 102 growers, in Columbia County, were inspected for grade for canners last year. G. B. Crisp of New Jersey Bureau of Markets said that 4,000,000 pounds of asparagus was inspected for canners last

year, or about 15 percent of the total production; this year the bureau will inspect 18 to 25 percent of the total production in the State.

E. P. Walls of Maryland Department of Markets presented figures showing a marked improvement in the quality of cannery tomatoes inspected in that State during the last five years; whereas in 1931 only 30 percent of the tomatoes inspected were graded No. 1, in 1935 the proportion of No. 1 grade was more than 52 percent. W. E. Lewis of the Bureau of Agricultural Economics described the system of grading sweet corn in Maine, and H. S. Duncan of New York Bureau of Markets reported on the grading of spinach and apples in that State.

W. J. Birdsall of New York Bureau of Markets, leading the general discussion on the grading of cannery crops, brought out that the increasing demand for grading cannery crops has come from both growers and canners. There was general consensus that the volume of cannery products inspected would reach a new peak this year.

Shipping Point Inspection

Wells A. Sherman of the Bureau of Agricultural Economics offered several suggestions for improving the Federal-State Shipping Point Inspection Service. He said, in part: "I am inclined to believe that the greatest improvement in our shipping point inspection service could be accomplished by a rigid, uncompromising refusal on the part of the supervisors - State and Federal - to allow the inspectors to be overloaded. If you do not give the inspector time to put down what he sees and to make a record of the facts, then when a controversy comes up, no man can defend the inspection certificate. The inspection notes do not sufficiently support the certificate.

"We should insist," the speaker continued, "that the inspector shall not certify anything which he has not determined; that he shall not take anything for granted, and that when he doesn't know, he should limit the certificate to what he does know."

State Marketing Laws

W. T. Derickson of Delaware Bureau of Markets discussed the subject of state marketing laws and their enforcement. In the general discussion which followed, Mr. Shaw of Maryland said he believed that no State should attempt to set up restrictions against growers or haulers of any other State. W. W. Oley of New Jersey Bureau of Markets reported that the standardization laws for grades in that State are permissive, except on milk. Sidney A. Edwards of Connecticut Bureau of Markets said: "We are very much sold on permissive legislation, not only because of the attitude on the part of the grower, but in the job of enforcing it. It is hard to get enough men to police a State under compulsory legislation."

E. A. Flemming of Ohio Division of Markets said that shipments coming into that State must be marked with the grower's name and State. H. M. Newell of Illinois Division of Standardization and Markets reported

that compulsory grading and marking in that State applies only to Illinois products; shipments from other States must show the name and address of growers. Mr. Birdsall of New York expressed the opinion that compulsory marking of packages in interstate trade should be the subject of Federal - not State - legislation.

George S. Barnard of Michigan Bureau of Foods, Standards and Markets said he believes that "if a State excels in certain fruits and vegetables, and in producing a little better than the Federal grades, it is all right for the State to set up its own grades."

R. R. Pailthorp of the Bureau of Agricultural Economics made a plea for uniform State laws. He pointed out that some States have permissive standards, other States have compulsory grades, and one State - California - has "what we call minimum standards which do not require any marking on the package". He suggested that States should get together and decide to adopt one type of legislation which will be uniform throughout the country. Similar opinions on the need for uniformity were expressed by Mr. Birdsall of New York, and J. H. Meek of Virginia Division of Markets.

Inspectors' Association

W. C. Beaven, President, Federal and State Inspectors' Association of American, described the formation and objectives of that Association. He said the objects of the association are "to foster improvement of the inspection service; to encourage greater training in the technique, and more practical application, of their work as inspectors, thereby rendering more service to applicants; to eliminate political consideration in the selection and retention of inspectors; to negotiate for reasonable, fair and just compensation and working agreements as to rates of pay, hours and other terms of employment; and to afford protection to inspectors and their families in case of unemployment, sickness, accident and death." The membership is composed of food products inspectors licensed by State and Federal governments.

Directors of the Inspectors' Association recently worked out a program for 1936, calling for (1) a uniform salary rate for inspectors of the same class, doing the same work, in the same general districts; (2) uniform reporting expenses for inspectors at the rate of $3\frac{1}{2}$ cents per mile, plus the necessary charges for meals, lodging and ferries en route; (3) payment of these reporting rates to inspectors to and from their last places of employment, in the event that no work develops at the points to which they are ordered to report, - the inspectors, however, to receive no salary for this period; (4) more and better service to applicants for inspection, along the line of suggesting better methods of harvesting, grading and packing their products.

Advertising Farm Products

Sidney A. Edwards of Connecticut Bureau of Markets displayed an exhibit of food advertisements in connection with an address on sales of agricultural products through advertising. Citing the results of various private food advertising campaigns, he suggested that State bureaus of markets should establish consumer information divisions to publicize and advertise farm products.

"As marketing officials in the various States, we are absolutely asleep," he said, "if we think we have done a complete job in increasing the sale of farm products when we stop at standardization and grading. I prophesy that within the next ten years most of our up-to-date bureaus will have a consumer division of information."

Agricultural Adjustment

Dr. H. B. Boyd, assistant director, Northeast Division, AAA, presented a paper on the objectives of the new agricultural conservation program. He said "there is a close relationship between this program and agricultural marketing. The marketing problem is one of conservation - encouraging farmers to produce, on land which they can use the most efficiently, the kind of commodities which consumers want to buy; to produce them at prices consumers will pay; and in the steady volume which consumers require. That last idea, although it concerns marketing, also about sums up most of the important phases of the agricultural conservation program.***In relation to dairying, as to other fields, the agricultural conservation program is essentially a cost program, encouraging good farming methods that call for the most efficient and economical use of land. Its accomplishments over a period of years should make for lower costs of production.***Under the conservation program an effort will be made to bring about lower costs without creating large surpluses.***With the lower costs will come a tendency toward lower prices. As long as the producer's margin is maintained, this should not tend to affect marketing seriously. But if the decline in costs should be accompanied by any marked increased output, prices would decline unless those of you at work on marketing problems are successful in preventing it."

Surplus Commodities Corporation

Jesse W. Tapp of the AAA outlined the policies of the Federal Surplus Commodities Corporation in buying surplus products for emergency relief. He expressed the opinion that "the removal of surpluses - their purchase for relief distribution, in some cases - is likely to be a part of a permanent program in this country." The Corporation has no "fixed yardstick" in determining surpluses, but studies each situation with respect to production in relation to normal consumer demand, and to prices. The effort, the speaker emphasized, is not to support prices, but to purchase commodities where the surplus situation is relatively acute. The situation in areas where products are to be distributed is also studied so that prices of products in commerce in those areas will not be adversely affected.

National Association to Meet at Nashville

The eighteenth annual convention of the National Association of Marketing Officials will be held at Nashville, Tennessee, next December.

W. W. Oley of New Jersey Bureau of Markets was elected as President of the Atlantic States Division of the National Association, for 1936; H. A. Dwinell of Vermont Division of Markets was elected as Secretary.

STATE AND FEDERAL MARKETING ACTIVITIES AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 6, 1936

Vol. 16, No. 19

MINNESOTA REPORTS INCREASE IN LIVESTOCK TRUCKING

Minnesota Extension Division reports there are now about 100 cooperative livestock trucking associations in that State. Last year, trucks delivered 50 percent of the cattle received at South St. Paul stockyards, 77 percent of the calves, 85 percent of the hogs, and 31 percent of the sheep. Most associations were originally formed to ship by rail, but there is now a trend to reorganize for trucking.

Many communities could improve trucking service for livestock by organizing trucking cooperatives, say E. J. Johnson and S. T. Warrington of the agricultural economics division. Private truckers are already giving efficient dependable service at reasonable rates in some communities, and communities far removed from the market will often find it better to use rail transportation supplemented by a local truck pick-up service, it is stated. The investigators point out that to make a trucking association successful, the community must market a large enough volume of livestock to keep the truck operating most of the time.

-oOo-

NEW YORK ADVISING CONSUMERS TO "STOCK UP" POTATOES

The Consumers' Information Service of New York Department of Agriculture and Markets is advising the consuming public to "stock up (potatoes) without delay" in view of the price situation on 1935 crop New York State potatoes and prospects for price increases. The Service says:

"Indications are that the potato demand will continue through May to the satisfaction of consumers as well as producers, but consumers will do well to buy at least enough for a month's needs and thereby escape what seems almost certain to be a price rise in keeping with the demand."

-oOo-

FARMERS TO GET REFUNDS IN STOCK YARDS CASE

About \$150,000 will be refunded to farmers and country buyers served the last two years by the St. Joseph Stock Yards Company, of Missouri, as a result of the recent decision by the Supreme Court upholding the action of the Secretary of Agriculture in fixing lower rates to be charged by the company. Before appealing to the Supreme Court the company lost the suit it brought in the Federal Court of the Western

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.

District of Missouri to restrain the Secretary from enforcing the rate order.

The money, representing the difference between the rates charged and the lower rates ordered by the Secretary in May, 1934, was impounded by the Federal Court after the stock yards company asked for a restraining order. The company was required to furnish bond for \$125,000 and to report monthly on the money impounded and on those to whom repayments are due.

-oOo-

PENNSYLVANIA STARTS

SEED CERTIFICATION SERVICE

Small grains certification covering wheat, oats and barley has just been inaugurated by Pennsylvania Department of Agriculture. The service is an extension of the seed certifying work under which potato, tomato and berry growers have had this protection for a number of years.

The State will certify seed having a germination of 90 percent or more, which is 90 percent pure, free of noxious weeds and having not more than one-tenth of 1 percent of weed seeds, 1 percent of inert matter, 2/10ths of 1 percent of other crop seeds, 2 percent of varietal mixtures or 2 percent of seed-borne diseases. Weight minimums for certification are 60 pounds per bushel of wheat, 48 pounds per bushel of barley, and 32 pounds per bushel of oats. Under unusual seasonal conditions a deviation from these standards of 2 pounds per bushel will be permitted.

-oOo-

ILLINOIS FARM EARNINGS

SHOW SLIGHT INCREASE

Illinois farm earnings were slightly higher last year than in 1934, reports Illinois College of Agriculture. Record-keeping farmers had an average cash farm income of \$4,227 compared with \$3,799 in 1934. Average cash expenditures totaled \$2,559 compared with \$1,987. The cash balance averaged \$1,668 compared with \$1,812 in 1934.

The smaller cash balance last year was offset by larger inventories at the end of the year. Sale of livestock and livestock products contributed mainly to the increase in cash incomes.

-oOo-

MISSOURI FINDS NEW YORK

EGG PREFERENCES VARY

In a survey of New York City egg consumers, the University of Missouri learned recently that one-third of the consumers prefer light yolks, one-third dark yolks, one-fifth yolks of medium color, and the remainder have no preference. The investigators concluded that a price premium for any yolk color is not justified from the standpoint of either the consumer or the distributor.

Midwestern eggs have been discriminated against in a price sense by eastern distributors, it is stated, because it is thought that pale-colored yolks are more desirable. Another reason for discrimination, it is stated, has been "fear of prosecution for violation of official retail grades in New York. Since the study, slight changes have been made which have lessened the strictness of yolk visibility as a factor in these standards."

NEW JERSEY IS "HIRING"
HONEY BEES TO ORCHARDISTS

The hiring of honey bees to orchardists and "custom pollination" are likely to have an important effect upon future fruit and berry crops, says New Jersey Department of Agriculture. Orchardists are hiring colonies of bees, to make certain there will be enough bees to pollinate blossoms.

The advisability of this new practice was demonstrated, it is stated, during the recent heat wave which forced peach and apple blossoms with unusual rapidity. Commercial blueberry growers also are using this means of pollinating berry blossoms.

A survey is being made in the State of custom pollination practices, number of colonies, winter losses and causes of mortality, the value of honey and wax harvests the last two years, and marketing practices.

-oOo-

NEW HAMPSHIRE RULES ON
ROADSIDE EGG SELLING

The "Fresh Egg Law" in effect in New Hampshire since last July requires that all lots of eggs offered, exposed or advertised for sale, as well as all lots sold, must carry a statement of size and be marked with the word "fresh" if the eggs are being sold as fresh eggs.

New Hampshire Department of Agriculture has ruled that "for sale" signs advertising eggs in farm dooryards and at roadside stands, which carry the price of eggs, must contain a statement of the size being offered at the specified price. The size is not required to be stated, however, where a sign reads only "Fresh Eggs" without a statement of price.

Examples of proper marking of signs are: "Fresh Eggs, Large Size, 30¢ doz."; "Fresh Large Eggs, 30¢ doz."; "Fresh Medium Eggs, 26¢ doz."; "Fresh Eggs, Unclassified Size, 27¢ doz."; "Fresh Eggs".

-oOo-

IOWA SCHOOL TAXES CAN BE
CUT, SAYS TAX EXPERT

Highway and school taxes compose nearly two-thirds of the Iowa tax payer's State and local burden, according to John R. Brindley, director of research for the Iowa State Board of Assessment and Review.

"The schools can be so organized and financed," says Brindley, "as to make practical a maximum total property tax of 1 percent for operating purposes almost everywhere in the rural districts, and a substantially reduced rate in towns and cities."

Prof. H. C. Morrison, head of the Department of Education at the University of Chicago, has stated that a saving of at least \$10,000,000 a year could be made for the State under a compulsory county-unit plan with a policy of State aid and economical supervision.

-oOo-

NEW YORK SEED LAW COVERS
PACKAGES PEDDLED BY CHILDREN

The packet vegetable seeds often peddled by children in an effort to win premiums offered by certain seed companies are subject to the same

rules and regulations as are all other packet vegetable seeds offered for sale in New York State, according to Prof. M.T. Munn, New York Experiment Station. The vendor, he adds, is responsible for all statements or lack of statements appearing on the packets.

Many of the seed companies resorting to this method of merchandizing are said to be located outside the State. This throws the entire burden of compliance with the law upon the person who sells the seed. Parents are warned that they are legally responsible in the event that seeds offered for sale by their children do not meet State requirements.

Recent changes in the seed law require that every packet or package of vegetable seeds offered for sale must show the percentage of germination of the seed. Sale of unlabeled seed is illegal. Any variety statement on the packet must be truthful.

-o0o-

THE BUREAU OF AGRICULTURAL ECONOMICS recently reported that farmers' cash income from marketings and benefit payments in the first quarter of this year was \$1,554,000,000 compared with \$1,453,000,000 in the same period of 1935; that the farm price index increased 1 point during the month ended April 15, to 105 as compared with 104 on March 15, and with 111 on April 15 a year ago; that the area planted to wheat in the United Kingdom since the enactment of the British Wheat Act on May 12, 1932, has been increased from an annual average of 1,368,000 acres to 1,882,000 acres in 1935; that this year's wheat crop in India will be about 362,059,000 bushels, or slightly less than in 1935; that world wheat supplies for the crop year beginning July 1 will be about the same as for the current year; that the 1935-36 cotton crop in India is officially estimated at 4,793,000 bales compared with 4,065,000 bales last year; that the Japanese wheat crop has been estimated at 45,900,000 bushels compared with 48,721,000 bushels last year.

THE AGRICULTURAL ADJUSTMENT ADMINISTRATION recently reported that payments will be made to rye producers who had applied for contracts and who, prior to January 6, 1936, had in good faith made adjustments in acreage and otherwise had complied with the requirements of the rye adjustment program inaugurated October 16, 1935; that a marketing agreement and order have been issued for handlers of fresh lettuce, peas, and cauliflower grown in Western Washington; that the acreage which sugar beet and sugarcane producers will need to have in soil conserving crops in order to qualify for sugar payments under the 1936 conservation program has been set at 40 percent of the acreage in sugar crops; that lists of soil building practices which will qualify farmers for payments under the conservation program have been issued in each of the 9 states in the northeast; that a program to encourage the export of a limited quantity of pecans has been approved by the Secretary of Agriculture.

MIMEOGRAPH REPORTS obtainable from the Bureau of Agricultural Economics include: "The Preparation of Alfalfa Hay for Market"; "Wholesale Prices of American-Made Farm Machinery in Certain Foreign Countries and in the United States in 1935"; "Europe as a Market for American Pecans"; "Marketing Arkansas peaches, 1935 Season"; "Marketing Western New York and Pennsylvania Grapes, 1935 Season"; "Marketing Colorado Peaches, 1935 Season"; "Marketing California Grapes, 1935 Season"; "Summary, 1936 Strawberry Season"; "A Review of the 1936 Arizona Spring Lettuce Season"; "Review, Idaho Potato Season, 1935-36"; "Marketing Salinas-Watsonville Lettuce, 1935 Season."

STATE AND FEDERAL
MARKETING ACTIVITIES
AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 13, 1936

Vol. 16, No. 20

THE EIGHTEENTH ANNUAL CONVENTION
of the National Association of Marketing Officials
will be held at Nashville, Tennessee, October 20, 21
and 22.

-o0o-

STUDY OF STATE PRODUCE
MARKETING LAWS UNDER WAY

Work was begun this week on a study by the Bureau of Agricultural Economics of State laws affecting the marketing of fruits and vegetables, particularly grading and standardization laws. Wells A. Sherman, chairman of a bureau committee on this project, will leave Washington soon for a trip to Central, Pacific Coast, Gulf, and Southern Atlantic States to interview State and Federal officials, and to study on the ground the operation of certain State laws.

-o0o-

NEW HAVEN PLANS
REGIONAL MARKET

Plans for a regional market at New Haven, Connecticut, have been announced by Connecticut Department of Agriculture. Vegetable growers from New Haven County and the surrounding territory using the New Haven market have long been concerned about the crowded conditions and poor facilities of the New Haven market, it is stated.

With conditions getting worse rather than better, the department continues, it seems necessary that a new market be established, and with the success of the regional market idea in New York State, New Jersey and Massachusetts, that type of market is looked upon with favor as the solution for New Haven marketing problems.

-o0o-

PENNSYLVANIA CHECKING
EGG LAW OBSERVANCE

Pennsylvania Bureau of Markets inspectors are making a State-wide check-up as to the observance of the fresh egg law which went into effect in that State last September. The law makes it a misdemeanor to sell or advertise as "fresh eggs", or under any description indicating freshness, eggs which do not meet standards of quality fixed by the act. Penalties for violations are a fine of from \$10 to \$50 or not more than ten days imprisonment.

CHICKEN "RUSTLING"CURBED IN NEW JERSEY

Complaints of chicken "rustling" in New Jersey have declined 60 percent since the tattooing and registration of poultry flocks was initiated three years ago, reports the New Jersey State Police. The tattooed poultry are registered with State Police. The plan has been widely adopted in other northeastern States.

The New Jersey Police are warning poultrymen to be on guard against solicitors who claim they are working in cooperation with the Police and who seek fees for obtaining registration. The State Police make no fee for registration.

-oOo-

LABOR DEPARTMENT TOSTUDY THE CONSUMER

A study of the nation's consuming habits at various income levels is being made by the United States Department of Labor. Miss Ruth M. Ayres, director of the New York division, recently stated when announcing the study:

"We have built up fairly good statistics on payrolls and wages, but have no authoritative figures on consumption by wage classes...Almost every item in a family budget will be checked. The amount of each item of food and its cost, the family's clothing and amusements, item by item, doctors' and dentists bills, automobile expenses, all are to be tabulated in a 6-page report and then analyzed."

-oOo-

FEWER FARMER BANKRUPTCIESREPORTED LAST YEAR

Bankruptcies among farmers totaled 4,311 during the fiscal year ended June 30, 1935, compared with 4,716 in 1934, and 5,917 in 1933, according to the Bureau of Agricultural Economics on the basis of reports to the Attorney General. There was a substantial increase, however, in the number of farmer cases of indebtedness subject to adjustment or extension.

The largest relative declines in farmer bankruptcies last year were in New England and East North Central areas. Fifteen States showed increases compared with 1934. Nearly 6,000 cases were adjusted or extended under provisions of the National Bankruptcy Act, compared with 410 cases in 1934.

-oOo-

AAA ISSUING MARKETING PUBLICATION

A publication, "Better Marketing", is being issued by the AAA Division of Marketing and Marketing Agreements. "Better Marketing" is issued, it is stated, as a means of communicating to workers and co-operators of the Division of Marketing and Marketing Agreements information relative to the Division's activities under the Agricultural Adjustment Act and related Acts. The editor is Nathan Koenig, Washington, D. C.

Marketing agreement programs now in effect involve 18 different

commodities produced by approximately 80,000 growers in 13 States. The estimated farm value of these 18 commodities exceeded \$126,000,000 in 1935. Most of the programs now in effect have been in operation during the last 2 years.

-oOo-

IOWA URGES POULTRYMEN
TO MEET EASTERN EGG GRADES

Pointing out that an increasing number of States and markets in the East are passing legislation to insure sale of graded eggs to consumers, A. D. Oderkirk of Iowa Extension Service is urging Iowa poultrymen to use more care in handling, shipping and selling eggs. "Fancy" grade eggs are being produced in Iowa, and a few Iowa dealers shipping them to the New York market, he reports. Much of Iowa's egg crop can be placed in this grade as well as in Grade A, he says.

-oOo-

PENNSYLVANIA CHICK
MARKET BEST IN YEARS

Poultry dealers in Pennsylvania are enjoying one of the most successful seasons in recent years, reports Secretary J. Hansell French of Pennsylvania Department of Agriculture. Many have been sold out two to four weeks ahead. A survey of hatcheries shows a 30 percent increase in sales since last spring. One breeder reported a single order for 8,180 eggs a week for ten weeks. The demand is for quality chicks. A list of approved breeders, hatcheries and flocks may be obtained from the department, Harrisburg, Penna.

-oOo-

GOVERNMENT WILL CONTINUE
TO LEND TO COOPERATIVES

No retirement of the cooperative Farm Credit Administration agencies from the farm financing field need be expected, says W. L. Myers, governor of the FCA.

"The emergency program of lending Government money to refinance farm debts is almost finished," he says, "but the cooperative agencies, like the land banks and the production credit associations, are intended to be permanent and they will continue to go forward with farm lending in any section where there is a need and a basis for such credit.

"The second mortgage debt refinancing of the Land Bank Commissioner is passing out of the picture and the emergency short-term loans made during the depression are steadily being liquidated, which means a lessening need for Government money lending to farmers. But the cooperative agencies making loans with investors' funds are increasing their volume of new loans.

-oOo-

ILLINOIS EXPECTS
STEADY WOOL PRICES

With the 1936 wool clip ready to get under way, Illinois wool producers may expect fairly steady wool prices for the next few months, according to W. G. Kammlade, Illinois College of Agriculture. Kammlade

bases his opinion on the good tone to the market, small prospects of excessive supplies, increase in prices at recent London sales and the high degree of activity in wool manufacturing centers.

-oOo-

THE AGRICULTURAL ADJUSTMENT ADMINISTRATION recently announced : A public hearing on a proposed marketing agreement for handlers of milk in the Topeka, Kansas, marketing area, will be held at Topeka, May 27; a marketing agreement and order for handlers of watermelons grown in Florida, Georgia, North Carolina, and South Carolina, went into effect May 12; a marketing program for the Florida citrus industry went into effect May 8; a public hearing on a proposed marketing agreement and order for handlers of fresh peaches grown in Mesa and Delta Counties of Colorado, will be held at Grand Junction, Colorado, May 29; payments are being completed to signers of 1934 cigar tobacco adjustment contracts, and arrangements virtually completed to make remaining payments to signers of 1935 contracts.

THE MOVEMENT OF CALIFORNIA SPRING LAMBS is above that of a year ago, according to the California Federal-State Market News Service. Important factors in the situation are an improvement in the dressed lamb markets over the country, a reduction of supplies of fed lambs from Colorado, and prospective light supplies of spring lambs from many southeastern States.

THE VOLUME OF GERMAN NET IMPORTS of agricultural products, other than forest products, has declined about 18 percent, and the value about 70 percent, in the last five years. The decline in volume has been confined mainly to products of which Germany always has been an important producer, such as breadstuffs, feedstuffs, livestock and poultry products. The decrease is the result of a policy of "maximum self-sufficiency".

ILLINOIS COLLEGE OF AGRICULTURE is urging development of a more even seasonal production of milk so as to reduce production costs and increase incomes of dairymen producing for city markets, without raising costs to the consumer. Dairymen are being advised to adjust breeding practices so that cows freshen in the Fall and some in the Spring.

COMPULSORY ADHERENCE to standard-sized containers for canned fruits and vegetables will become effective in Canada on January 1, 1937. Products packed and labeled for export from Canada are exempt.

VETERANS seeking to use bonus payments to buy farms should apply first to the local farm loan association in their home localities before writing to Washington. The Farm Credit Administration may lend up to 75 percent of the appraised value of farms to be purchased. Veterans need not wait until their bonus payments are actually received but may obtain options and turn in their applications in anticipation of their bonus money.

MIMEOGRAPHED REPORTS recently issued by the Bureau of Agricultural Economics include "Approximate or Average Weights of Various Commodities"; "Marketing Michigan Onions, 1935-36 Season"; "Marketing Michigan Potatoes, 1935-36 Season"; "Maine Potatoes, 1935-36 Season"; "Summary of the 1936 Celery Season"; "Marketing Imperial Valley Cantaloupes, 1935 Season"; "Farmer Bankruptcies in 1935"; "Agricultural Economics", a bibliography.

STATE AND FEDERAL
MARKETING ACTIVITIES
AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 20, 1936

Vol. 16, No. 21

LAMB GRADING
PAYS IN VIRGINIA

A detailed report on "Lamb Grading in Virginia" has just been issued by Virginia Division of Markets. It states that 39,935 lambs from 24 counties were graded last year. Sales grossed \$269,863.22, and netted \$241,892.30 to producers, or an average net of \$7.57 per hundred weight. This, says the division, was 37 cents per hundred weight more than the average \$7.20 paid producers for all lambs marketed from Virginia in 1935, including graded lambs. The difference amounted to \$35.74 per deck or \$71.48 per double deck car.

The division reports that standard grades as outlined in United States Department of Agriculture Circular 383, entitled "Market Classes and Grades of Lambs and Sheep", will be used as a basis of grading this year. But Prime and Choice lambs will not be separated, nor Common and Cull lambs.

-000-

EGG AUCTIONS
GROW IN NEW JERSEY

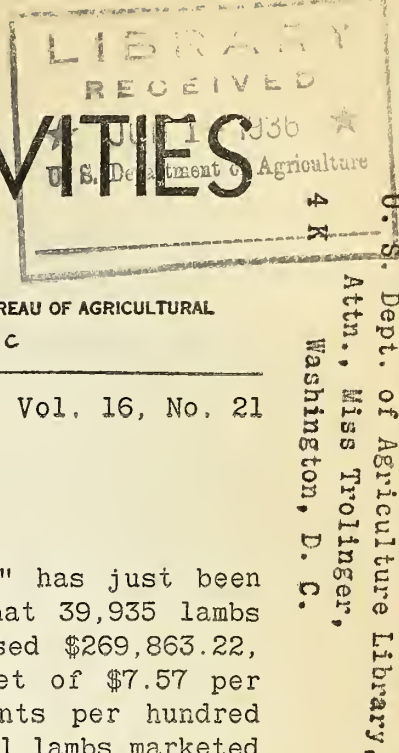
Nearly 75 percent of the eggs produced in New Jersey now pass through the auction markets at Flemington, Vineland, Mt. Holly, Paterson, and Hightstown. The egg auction system has grown in six years, says New Jersey Department of Agriculture, to become the largest single commodity marketing program in the State. The system is reported to have changed completely the method by which prices of eggs are established; whereas New York markets were formerly sole authority on poultry products prices in the East, the trade now recognizes as authoritative the prices on the cooperative auctions of New Jersey.

-000-

IOWA HELPS FARMERS QUALIFY
UNDER CONSERVATION PROGRAM

A number of soil-building practices have been added to the list that Iowa farmers may employ to qualify for Class II payments under the 1936 Agricultural Conservation Program, announces J. W. Merrill, district agent in the Iowa State College Extension Service.

The list of practices now includes: New seedings of legumes; new seedings of perennial grasses; legumes (soybeans, cowpeas and Canadian field peas) for green manure; green manure crops following truck crops; cover crops in commercial orchards, small fruit plantings and vine-



yards; application of mineral supplements and planting of forest trees. The new practices are reported to be in line with recommendations made recently by the State Committee to the Agricultural Adjustment Administration.

-oOo-

COOPERATIVE MARKETING

A BILLION DOLLAR INDUSTRY

The Farm Credit Administration reports there are 8,794 agricultural marketing associations in the United States, with a membership of 2,490,000, and doing an annual business of \$1,343,000,000. Dairy cooperatives do the largest volume of business, but there are more grain marketing organizations than dairy groups. Fruits and vegetables are next in line, followed by livestock and cotton. Dairy groups do 33 percent of the total business, grain 23.5 percent, fruits and vegetables 15 percent, livestock 13 percent, and the remaining volume is done by seven other farm products groups. Only about 10 percent of the cooperative members are in cotton products associations, the bulk of the cooperative marketing work being done in the North Central States.

-oOo-

LAND TENANCY TRENDS

UPWARD IN ILLINOIS

Of each 1,000 farm operators in Illinois last year, 445 were tenants, 8 managers, 172 part owners and 375 full owners, according to Illinois College of Agriculture.

"Trends in recent years, particularly since 1930, point toward an increase in acreages and number of tenant farms and in farms of part owners," it is stated.

More than 67 percent of the farms in Logan County were operated by tenants last year, more than 66 percent in Ford County, 66 percent in Alexander County, more than 64 percent in Grundy County, more than 63 percent in Piatt County, more than 63 percent in Livingston County, 61 percent in McLean County, and more than 60 percent in DeWitt, Mason, and Champaign Counties.

-oOo-

CALIFORNIA STUDYING

FARM REAL ESTATE SITUATION

The University of California is bringing to a conclusion a farm real estate situation project which "is expected to prove of assistance to the United States Department of Agriculture in determining future farm tax and farm mortgage policies."

Data are being collected on 50 sample farms to show real estate taxes from 1890 to 1935; data are being collected on farm mortgages from 1917 to the present time, and data being gathered on land transfers. The work, financed by WPA funds, covers 26 counties.

-oOo-

"THE BROWN-DUVEL MOISTURE TESTER, AND HOW TO OPERATE IT" is the title of Department Bulletin 1375 (slightly revised), just issued by the U. S. Department of Agriculture.

IOWA STRESSES EGG QUALITY
"FROM NEST TO MARKET"

Some places remain in Iowa where producers cannot obtain a graded price according to the quality of their eggs, says A. D. Oderkirk, Iowa State College extension poultry products marketing specialist.

Buying and selling eggs on a straight-run basis is not fair, he says, because it results in paying more for the low quality eggs than they are worth and less for the high quality eggs.

"On the eastern market, the Iowa egg has not in recent years gained in reputation for its quality," Mr. Oderkirk adds, "while Pacific Coast and other specialized areas are furnishing and advertising a quality product, which is increasing in popularity with consumers.***No general increase in quality (of Iowa eggs) will be possible until all Iowa producers and dealers think in terms of egg quality from nest to market."

-o0o-

SURPLUS COMMODITIES CORPORATION
MAY BUY PENNSYLVANIA EGGS

Surplus Pennsylvania eggs may be purchased by the Federal Surplus Commodities Corporation during May and June, when production is high, reports J. Hansell French, Secretary, Pennsylvania Department of Agriculture.

The corporation, it is stated, proposes to buy thousands of cases of eggs per month; it is estimated that 25 percent of the purchases will be made in Pennsylvania and other Northeastern States. Surplus eggs taken off the market by the corporation will be distributed among families on relief.

-o0o-

CONNECTICUT STOPS
SEED LAW VIOLATION

The story of how a seed "racket" was recently stopped by publicity in Connecticut is told by State Commissioner of Agriculture Olcott F. King.

A New York State seed company was discovered shipping so-called grass seed mixtures into Connecticut, not marked in accordance with the Connecticut Seed Law. The seed mixture was of low grade, some of the packages having less than 1 percent of seed suitable for a permanent lawn. The company could not be prosecuted.

A publicity campaign by press and radio was launched to inform the public that the seed was practically worthless. The first bulletin brought a company salesman into the State, with a supply of stickers to be placed on the packages of seeds. The Department of Agriculture has no authority to stop the sale of poor seed so long as it is labeled in accordance with the true contents of the package, but prospective buyers are being told that the mixture is worthless for a permanent lawn.

-o0o-

AN OUTLOOK REPORT on "Dry Edible Beans" has been issued by California College of Agriculture, Berkeley, California.

CALIFORNIA WOULD LICENSE
WHOLESALE BAKERS

A public hearing on a proposed marketing agreement and license for wholesale bakers of Northern California, will be held at Sacramento, May 26, under provisions of the California Marketing Agreement Act of 1935, which is administered by California Department of Agriculture.

The agreement would create an industry board of five members to be selected by the Director of Agriculture from nominees submitted by the industry. These members would receive no pay but would be entitled to actual expenses to be paid by the industry. To raise funds necessary for the performance of the proposed agreement, it is proposed that assessments be levied upon each wholesale baker upon the basis of the quantity of flour used in the manufacture of bread.

Under unfair methods of competition, wholesale bakers would be prohibited from making rebates, refunds or discounts; giving away bread, money or any article of value to induce or retain patronage; extending advertising allowances to customers; giving away or lending show cases, display tables or racks to customers; giving away prizes or using lotteries, wheels of fortune or other games of chance in connection with the sale of bread; giving away tokens, tickets, coupons, premiums, wrappers or other papers redeemable or exchangeable for bread or other articles of value, or making gifts to agents or other employes of customers or prospective customers.

Other provisions would prohibit loans to customers, dividends to customers, disparagement of competitor's business, malicious enticement to hamper competitors, use of competitor's equipment, sampling except under certain restrictions, extension of credit for more than 45 days, untruthful advertising of bread, sale of bread except on the basis of open price lists, and selling below cost.

The agreement sets up standards for dimensions of bread, and contains rigid requirements intended to govern the sale of stale bread or fresh bread returned to the wholesale baker.

-o0o-

ROY F. HENDRICKSON, native of Iowa, has been appointed as Director of Economic Information in the Bureau of Agricultural Economics. For the last two years, Mr. Hendrickson has served the Department of Agriculture, as Associate Director of Information of the AAA and as Assistant to M. L. Wilson, the Assistant Secretary. From 1925 to 1932, he was connected with the Associated Press as correspondent, editor, and agricultural specialist in Minnesota and Washington. Mr. Hendrickson fills the position vacated by J. Clyde Marquis, who is now Permanent American Delegate to the International Institute of Agriculture at Rome.

SUMMER OUTLOOK REPORTS will be issued by the Bureau of Agricultural Economics, on poultry, dairy products, livestock, and wheat. The dates are July 24, July 29, August 5, and August 14, in the order of products named. The last week in October has been tentatively selected for the Annual Outlook Conference.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 27, 1936

Vol. 16, No. 22

FARMERS EXTEND INCOME GAINS

Farmers' cash income is the highest in six years, according to the Bureau of Agricultural Economics. The total from sales of products plus government benefit payments was \$2,079,000,000 in the first four months of this year, compared with \$1,970,000,000 in the corresponding period of 1935.

Larger marketings this month have tended to offset lower prices of wheat, cattle, hogs, butterfat and wool, it is stated. The total income for the first four months includes \$2,017,000,000 from marketings, and \$62,000,000 in government rental and benefit payments. This compares with \$1,749,000,000 from marketings in the same period last year, and \$221,000,000 from rentals and benefits.

-oOo-

FARM REAL ESTATE VALUES GO UP

A continued three-year rise in farm real estate values has lifted the index of values to 82 as of March 1, 1936, compared with 79 a year ago, 76 in 1934, and 73 in 1933, which was the bottom of a long decline. The base period for the index, which is computed by the Bureau of Agricultural Economics, is 1912-14.

The increase during the past year is attributed chiefly to increasing farm incomes, improving farm real estate credit conditions, and the maintenance of lower levels of farm real estate taxes.

-oOo-

PACIFIC COAST BUTTER PRICE SITUATION STRONG

The stronger butter price situation on the Pacific Coast is due to a decline in butter production and an apparent increase in consumption, according to the Federal-State Market News Service at California Department of Agriculture. Less surplus butter is available for storage purposes, it is stated.

The Service expects that since Pacific Coast butter prices are above 1935, much butter will come in from the Central West and East where production is heavier than a year ago.

-oOo-

"DEVELOPMENT AND USE OF STANDARDS for Grade, Color, and Character of American Cotton Linters" (revised), is the title of Miscellaneous Publication 242, obtainable from the Bureau of Agricultural Economics.

OHIO STUDIES COSTS OF FARM POWER

Farmers in an average Ohio county spend \$1,000,000 to produce the power they use on their farms each year, according to R. D. Barden, Ohio State University. Medina County has about 6,000 horses, and about 800 tractors in use on farms. The price of a good farm chunk in Medina Medina county now is about \$200.

Barden says: "It seems probable that farmers in many sections of the State have purchased and produced a supply of power beyond their needs. Some tractors have stood idle because owners could not buy gasoline." The trend now is toward the purchase of horses, he adds.

A study made of the cost of permitting a horse or a tractor to stand idle for a year revealed that the idle horse costs \$71 and the idle tractor \$11 per drawbar horsepower. Figures on the cost of power furnished by horses and by tractors gave 8.4 cents per power hour for horses, and 8.3 cents per horse power hour for the tractor. Changes in prices of feed and fuel since the cost study was made would make the present costs 8 cents for horses and 7 cents for tractors per horse power hour.

-oOo-

ADMINISTRATION STUDIES CHICAGO GRAIN TRADING

The "important part" played by small speculators in merchandising grain is emphasized in a report just released by the Grain Futures Administration of the United States Department of Agriculture. It was learned, for example, that on September 29, 1934, nearly one-half of the speculative long accounts in Chicago wheat and corn futures were held by speculators with less than 5,000 bushels each, and that more than 90 percent of all traders with speculative long accounts in either grain had less than 25,000 bushels each.

Nearly 600 occupations and occupational subdivisions were represented among the 18,364 traders in Chicago futures market at the time of the survey, led in number by farmers and housewives.

-oOo-

PENNSYLVANIA APPLES BOUGHT BY CORPORATION

Inspection and shipment of 340 carloads of surplus Pennsylvania apples, purchased by the Federal Surplus Commodities Corporation for distribution among families on relief, is reported by J. Hansell French, Pennsylvania Secretary of Agriculture. The Secretary says that a serious obstacle to the purchase was the large surplus of apples in other States selling for lower prices, but that Pennsylvania growers were granted the price they demanded by passing on to them savings in transportation costs. Commercial growers and small orchard owners shared in the Federal purchase which was apportioned on a production-surplus basis.

-oOo-

A REPORT on the "Marketing of Northwest Fresh Cherries in 1935" may be obtained from the Bureau of Agricultural Economics.

LOUISIANA BERRY GROWERS
HAVE PROFITABLE SEASON

The Louisiana strawberry crop this year has been the most profitable since 1931, says B. B. Jones, Louisiana Extension Service, on the basis of a Federal report. The season was not marked by record high prices, but by a steady run of prices which afforded growers a profit, he explains. Prices at the start were somewhat disappointing, but the daily average price soon reached a level above the cost of production.

Yields per acre this year were about twice those of a year ago. The berries were of high quality, the fruit was pre-cooled, and government inspected before shipment.

-oOo-

NEW ENGLAND FARMS "TOO SMALL",
SAYS EXTENSION ECONOMIST

Many New England farmers fail to make a good income because they are operating too small a business, says F. H. Branch, Massachusetts State College extension economist. Branch says he is "not arguing for large farms", but declares that "the two-man farm has many advantages over a one-man enterprise."

Cost per unit decreases as volume of business increases, this economist points out, "because many overhead costs remain the same regardless of output. Other factors are high production of crops and livestock, high output of labor, good location, naturally fertile soil, time saving machinery, and a good business plan. High rates of production are especially important in southern New England where farm investments and feed and labor costs are high."

-oOo-

CHICAGO STOCK YARDS
SPONSORS MARKETING SCHOOL

Selected students of Illinois College of Agriculture, Purdue, Michigan, Wisconsin, and Minnesota, will attend the 1936 livestock marketing school, June 22 to July 3, sponsored by the Chicago Union Stock Yards. The first such school was held last year to enable students of colleges of agriculture to take full advantage of the laboratory facilities available at the stockyards in applied livestock marketing. R. C. Ashby of Illinois College of Agriculture will conduct some of the classes this year.

The course includes practical demonstrations of how livestock are sold, how packers buy livestock, the killing, dressing and grading of livestock, office procedure, and related subjects.

-oOo-

OHIO STUDYING COST RECORDS
ON POULTRY PRODUCTION

Ohio State University reports that buildings and equipment owned by 116 Ohio poultrymen, who kept cost accounts in 1935, involved an investment of more than \$1,100 per flock, or \$3.18 per bird. Two of the flocks lost money for their owners, 42 earned a labor income of

from 1 cent to \$1 per hen, 36 made a labor income of from \$1 to \$2 per hen, and 7 flocks paid a labor income of more than \$2 per hen.

The average egg production per hen was found to be the largest single factor. The more profitable flocks produced an average of 180 eggs per bird per year; the least profitable, 124 eggs per hen. Feed was found to represent about 60 percent of the total cost of producing a dozen eggs.

The flocks which made the lowest returns consumed feed during the year which cost \$1.82 per hen, flocks which paid from 1 cent to \$1 per hen cost \$1.62 per bird for feed, flocks earning \$1 to \$2 cost \$1.52 per bird for feed, and flocks which paid better than \$2 labor income per bird cost \$1.74 per bird for feed.

-oOo-

NORTH DAKOTA REPORTS ON ECONOMICS RESEARCH

A report covering four years of "Experiment Station Progress", from July 1, 1931 to June 30, 1935, has been issued by North Dakota Agricultural College. In a section on agricultural economics, it is stated by Cap E. Miller, Chairman, that "the investigations of this department have been almost at a complete standstill at times during this period owing to the transference of all the regular members of the staff, except the chairman, permanently or temporarily to other (government) duties. However, through the use of clerical help and new men records of field projects have been regularly assembled and some progress has been made in tabulating data."

Projects named in the report are: "Seasonal Movements of Cattle to Market"; "Organization and Business of Farmers' Elevators in North Dakota"; "Factors Entering into the Success or Failure of Rural Social Organizations"; "Trend of Agriculture in North Dakota"; "A study of the Range Livestock Industry in the Northern Great Plains Area"; "A Study of Farm Organization in the Black Earth Area of North Dakota"; "Farm Prices in North Dakota in Relation to Production and Surplus"; "An Economic Analysis of the Use of Tractors on Farms in Various Parts of North Dakota"; "Rural Social Organizations and Agencies"; "The Farmer's Standard of Living"; "Marketing of North Dakota Wool"; "Cooperative Organizations in North Dakota"; "Classification of Land on Basis of Its Productive Value"; "Farm Leases, Farm Productivity and Rent and Debt Adjustment", and "The Regional Farm Adjustment Project".

Details on these projects may be obtained from Cap E. Miller, Fargo, North Dakota.

-oOo-

FARM CREDIT ADMINISTRATION HAS LENT NEARLY FOUR BILLIONS

The Farm Credit Administration has lent farmers more than \$3,-704,000,000 since its organization three years ago. Governor W. I. Myers of the Administration reports that in this period applications were received from about half of all mortgaged farmers in the country. The Administration made more than 760,000 long-term loans on first and second mortgage security through the Federal land banks and Land Bank Commissioner. The average-size mortgage loan per farmer was about \$4,000 and the average short-term loan from production credit associations was about \$740.

STATE AND FEDERAL MARKETING ACTIVITIES AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 3, 1936

Vol. 16, No. 23

NEW YORK PRODUCE MARKETED BY TRUCK

A survey among nearly 1,000 New York fruit and vegetable growers reveals that more than three-fourths of the potatoes and almost two-thirds of the tomatoes and carrots sold by these growers are hauled to market in growers' trucks, and about half the celery, cauliflower, onion, peach, cabbage, cherry, and apple crops.

The study was made jointly by the Farm Credit Administration and New York College of Agriculture, under the direction of M. P. Rasmussen. It revealed relatively small quantities of string beans, green peas, grapes, and lettuce marketed in growers' trucks.

-oOo-

BUREAU ARRANGES TOUR OF BUTTER GRADING STATIONS

A one-week automobile tour, June 22 to June 27, of butter grading stations of the Bureau of Agricultural Economics, in Illinois, Iowa, and Minnesota, is being organized by the bureau's division of dairy and poultry products. The tour is intended to familiarize persons connected with State agricultural colleges and the Federal Bureau of Dairy Industry with the butter grading service and butter quality improvement programs being conducted in conjunction with the service. The tour will begin at Chicago and end at Minneapolis. Participants will visit creameries and markets en route, and see how butter is graded in the warehouses of leading distributors. Details may be obtained from Roy C. Potts, Bureau of Agricultural Economics, Washington, D. C., or from E. Small, technical supervisor of the bureau's butter grading service, Room 1103 New Post Office Building, Chicago, Ill.

-oOo-

COOPERATION INSTITUTE AT AMHERST NEXT WEEK

The ninth annual New England Institute of Cooperation will open at Massachusetts State College, Amherst, on June 9, and continue through June 11. The problems of farmer cooperation and the economic policy concerning practically every branch of New England agriculture will be taken up during the three-day session. The Institute serves as an open forum, in which representatives of farmers' organizations, state officials and college professors meet on common ground. Sessions will be devoted to fruit and vegetable marketing, dairy marketing, cooperation between State and Federal agencies, and relationships between producer and consumer cooperation.

AGRICULTURE "COMING BACK",
SAYS ADMINISTRATOR MYERS

"By every test, agriculture definitely is coming back," Governor W. I. Myers of the Farm Credit Administration told a nation-wide radio audience last night (June 2).

"The index price for farm products has more than doubled since February, 1933 - an all-time low," he stated. "Gross farm income has increased nearly three billion since 1932. The farm real estate market has been increasingly active, with advancing prices, over the past three years, until now the national average value of farms is 82 percent of what it was in the immediate pre-war years, 1912-14."

The speaker cited figures showing that whereas in 1928 the farm mortgage debt was about \$9,500,000,000. The debt now is about \$7,500,-000,000.

-oOo-

ILLINOIS FARM FAMILIES
SPENDING MORE MONEY

Illinois farm families, with 15.7 percent more cash available for family spending and saving last year, bought more and better food and clothing, repaired the farm home, bought more home furnishings, and spent more for transportation, education, recreation and health, Mrs. Ruth Crawford Freeman, Illinois home economics extension specialist, has learned from 216 farm family records.

The average total food cost a family last year was 16 percent higher than in 1934, Mrs. Freeman says. The per capita cost of purchased food for farm families ranged from \$37 a family a year in the group having incomes of \$500 to \$1,000 to \$60 a person a year in the group having incomes of \$2,500 and more. New automobiles or later models were bought by 17 percent of the 216 families. Many families were able to pay off, reduce or refinance mortgage payments, it is stated.

-oOo-

NEW JERSEY CONSUMERS
HELPED IN FOOD BUYING

"You can't judge the quality of canned goods by the price" says the Division of Consumer Information, New Jersey Department of Agriculture, in its latest batch of illustrated feature stories distributed to New Jersey newspapers. The truth of this statement was revealed at a recent demonstration of the grading of fruits and vegetables before a group of teachers and students in home economics at New Jersey College for Women. J. C. Bigger of Philadelphia, an official canned foods grading expert of the U. S. Department of Agriculture, graded sample lots of tomatoes, peas, and peaches.

Most of the peas were found to be of good quality but prices varied from 15 to 23 cents for No. 2 size cans which were scored as Grade A. The price of one can which was scored as Grade B was 19 cents. Two cans which proved to be Grade C had each cost 13 cents.

Tomatoes costing from 5 to 19 cents per can were examined. None qualified as Grade A and the price of those which scored Grade B ranged from 10 to 19 cents. Similar wide variations were found in the case of the canned peaches.

FARMERS WARNED AGAINST
USING UNADAPTED SEED

Farmers participating in the 1936 Agricultural Conservation Program are cautioned by the AAA against buying or planting seed of soil-conserving crops not adapted to their particular locality or state.

It is possible, says H. R. Tolley, Acting Administrator, that farmers may be persuaded by unscrupulous seed salesmen to purchase certain varieties of legume or grass seed "because the government says they are good for the soil". It should be remembered, he explains, that a crop listed in an administrative regional bulletin as soil-conserving may not be adapted to an entire Region or even to an entire state in a Region.

-oOo-

NEW HAMPSHIRE REPORTS
NEW EGG BUYING PROGRAM

New Hampshire Department of Agriculture reports that six Swift branch houses in New Hampshire and three along the state line in Vermont will hereafter make full use of their convenient location and facilities for the concentration and marketing of eggs produced in New Hampshire. The announcement followed the company's decision to expand its egg operations in this section. The New Hampshire department says the new activity "will mean a broader market for quality eggs sold under nationally advertised brands."

-oOo-

BOSTON REGIONAL MARKET
HAS BEEN OPENED

The Boston Regional Produce Market opened at West Cambridge, Mass., on May 21. Any farmer can arrange to sell produce through this open air market to wholesale and jobber buyers. The market is primarily an evening market with loads arriving by 6 o'clock and sales made from 6 o'clock on through the evening. Auction sales are conducted on Mondays and Thursdays. A special strawberry auction may be conducted during the strawberry season.

-oOo-

FARMERS TO GET REFUNDS
IN COMMISSION RATE CASE

Farmers and country livestock buyers served by commission men at the Chicago stockyards will get a refund of more than \$750,000 which was impounded during litigation over lower commission rates ordered at the Chicago market by the Secretary of Agriculture. The Supreme Court in a unanimous decision recently upheld the Secretary's order.

The refund represents the difference between the rates charged by the commission men and the lower rates ordered January 8, 1934 by the Secretary. Cooperative commission firms at the Chicago market put the lower rates into effect, but on April 19, 1934, members of the Chicago Livestock Exchange obtained a temporary injunction restraining the Secretary from enforcing the new order. When a three-judge Federal District Court at Chicago sustained the action of the Secretary, the commissionmen appealed to the Supreme Court.

NEW YORK FARMERS WARNED
AGAINST COMMISSION MERCHANTS

New York farmers and shippers are being urged by Commissioner Peter G. Ten Eyck to protect themselves by shipping to commission merchants licensed by the Department of Agriculture and Markets. Nearly \$1,500,000 is on deposit in bonds or collateral with the department, to insure payments to growers who ship to the licensed firms. Attractive offers to lure new shippers are constantly being made by unlicensed firms, says Ten Eyck. A list of commission merchants licensed by the department may be obtained from New York Department of Agriculture and Markets at Albany.

-oOo-

THE BUREAU OF AGRICULTURAL ECONOMICS recently announced that production of dairy products is expected to taper off during the second and third quarters of this year, but that the output for the year will probably exceed the average for the last five years; that an increase in the 1936 flue-cured tobacco acreage in China is reported by the various agencies fostering increased tobacco production in that country; that world hog production is increasing, notable in the United States, Canada, Germany, Denmark and the Netherlands; that the wheat crop in the United States may be only enough for domestic consumption; that lower prices of wheat, hogs, beef cattle and dairy products and minor declines in prices of certain other commodities carried the farm price index down to 103 as of May 15, compared with 105 on April 15, and 108 on May 15 last year.

"EARLY DEVELOPMENTS IN COOPERATIVE COTTON MARKETING" is the title of an illustrated booklet recently issued by the Farm Credit Administration. The text covers cooperative cotton marketing under the Grange, marketing of cotton by the Farmers Alliance, early cotton associations, Farmers Union cotton-marketing efforts, development of independent cotton-marketing associations, the American Cotton Association, large-scale State and regional cotton-marketing associations, National cotton sales organizations, farmers cooperative cotton-gin associations, and cooperative cottonseed-oil mills.

MIMEOGRAPHED REPORTS obtainable from the Bureau of Agricultural Economics include "Fats and Oils, and the Excise Taxes of 1934"; "Marketing Western New York Potatoes, 1935-36 Season"; "Marketing Western New York Carrots, 1935-36 Season"; "Interstate Shipments of California Deciduous Tree Fruits, 1935"; "Marketing Western and Central New York Apples, 1935-36 Season"; "Marketing Western and Central New York Onions, 1935-36 Season."

THE "VOICE OF THE STOCKYARD" has been made a regular Saturday afternoon radio feature from station WESG, reports C. A. Taylor, in charge of farm radio programs at the New York College of Agriculture. The speaker in the series is R. D. Foley of East Buffalo, who tries to give farmers and consumers facts about the wholesale and retail handling of meats, market demands, and market changes.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

RECEIVED
★ JUN 19 1936 ★
U. S. Department of Agriculture

June 10, 1936

Vol. 16, No. 24

MARKETING TO FEATURE

COOPERATION SESSIONS

Marketing problems, international trade policies, transportation developments, cooperative farm credit and agricultural adjustment will be discussed at eight general sessions of the American Institute of Cooperation at Illinois College of Agriculture, June 15 to 19.

Agricultural leaders from every section of the country and representing every phase of the farmers' cooperative movement will address the Institute. The session on marketing problems will be directed by L. J. Taber, master of the National Grange; transportation problems by J. B. Eastman of the Interstate Commerce Commission; fundamentals of cooperation by Dean H. W. Mumford of Illinois College of Agriculture; cooperative farm credit by F. W. Niemeyer of the Farm Credit Administration.

Agricultural adjustment and the new soil conservation program will be discussed by H. R. Tolley, recently appointed administrator of the AAA, G. B. Thorne of the AAA, A. G. Black, chief of the Bureau of Agricultural Economics, O. B. Jessness of Minnesota College of Agriculture, and H. C. M. Case of Illinois College of Agriculture.

Chester C. Davis, recently appointed a member of the Federal Reserve Board, will discuss European outlets for farm products, at an evening session on June 15.

-oOo-

WINTER WHEAT CROP

CONDITION IMPROVED

A winter wheat crop of 481,870,000 bushels is indicated by condition as of June 1, the Crop Reporting Board announced today (June 10). The 1935 crop was 433,447,000 and the 1928-32 five-year average production was 618,186,000 bushels.

Prospective production of winter wheat increased by approximately 18,000,000 bushels during May, largely as a result of above-average precipitation in important wheat growing areas of Kansas and Nebraska. Prospects improved in Ohio and Indiana. The indicated production of winter wheat by classes is: hard red, 266,977,000 bushels; soft red, 168,128,000 bushels; white, 46,765,000 bushels.

-oOo-

PACIFIC COAST

PACKING "JUMBO" EGGS

Pacific Coast egg producers shipping "jumbo" eggs to the New York market have been getting premiums of 5 to 10 cents a dozen above regular quotations. The eggs represent the double yolks and other extra large

4 K
Attn., Miss Trolinger,
Washington, D. C.

sizes which are too big to go into the regulation size fillers. The jumbo sizes run from 52 to 57 pounds to the case.

-oOo-

FARM REAL ESTATE
MARKET IS ACTIVE

An active farm real estate market, as reflected by the sale of farm properties by the 12 Federal land banks, is reported by W. I. Myers, governor of the Farm Credit Administration. Sales of farms and parts of farms by these banks during the first four months of 1936 numbered 4,227 compared with 2,774 in the corresponding period a year ago. Many sales have been made in the South and in the Pacific northwest.

Governor Myers attributes part of the increased interest in farm purchases to the favorable terms upon which money may be borrowed from the Federal land banks. The rising market for farm lands, he says, will revive the confidence of people in farms as prime investments.

-oOo-

PENNSYLVANIA WARNS BAKERS
ABOUT BREAD PREMIUMS

Pennsylvania bakers have been warned by Secretary J. Hansell French of Pennsylvania Department of Agriculture to discontinue the practice of placing premiums inside bread wrappers.

"Bakers expend large sums in manufacturing and wrapping their products under the most sanitary conditions and then undo all the good they have accomplished by bringing the bread in touch with prizes and coupons in the manufacture or preparation of which no sanitary rules have been observed," Secretary French has told the industry in a formal notice. This practice has been found especially common in northeastern Pennsylvania.

-oOo-

IOWA MARKETING DAY
ON POULTRY AND EGGS

"Danger of declining volume in Iowa egg production if the average quality is not brought to the level of other sections" will be one of the discussion topics at the annual Iowa poultry and egg marketing day at Iowa State College, June 16. W. D. Termohlen of the AAA will discuss "the necessity of industry organization".

Poultry producers will be urged to improve the quality of their fowl to compete with birds from Indiana and eastern Illinois on the New York market. A. D. Oderkirk, poultry and egg marketing specialists at Iowa Extension Service, says that Iowa live fowl usually sell for at least 1 cent a pound less than Indiana and Eastern Illinois fowl at New York. The Iowa birds are in transit longer and lose their fresh appearance, it is explained.

-oOo-

"FINANCING AGRICULTURE IN 1935" is the title of an illustrated booklet recently issued by the Farm Credit Administration.

LOUISIANA WOULD BOOST PRODUCTION OF MILK

Louisiana farmers are being urged by the State extension service to increase dairy production. With eradication of the cattle tick, there should be a larger production of dairy products for home use, thus doing away with the necessity of importing many millions of dollars worth of dairy products each year, says B. B. Jones of the extension service.

Latest government estimates show there are 339,000 cows and heifers, 2 years old and over, kept for milk on Louisiana farms. It would take 632,000 cows to furnish the population of Louisiana with the fresh milk and cream that are needed, says Jones. More would be needed to supply the butter, cheese, canned milk and ice cream consumed in Louisiana.

-oOo-

COWS ARE STAR BOARDERS ON SOME ILLINOIS FARMS

Some cows that pay nothing for their keep and cost money besides have been found on Illinois farms by C. S. Rhode of Illinois College of Agriculture. Among 12,478 cows owned by members of dairy herd improvement associations and on test for a 12-month period there were 224 which produced less than 150 pounds of butterfat for the year and which therefore cost their owners money.

"These low producers lacked 62 cents of the average of paying for their feed bill, to say nothing about meeting other costs in milk production," says Rhode.

-oOo-

CALIFORNIA PRECOOLING ASPARAGUS FOR EASTERN MARKETS

Precooling of California asparagus before shipment to eastern markets has become established commercial practice since precooling reduces transit refrigeration costs. A bulletin on the subject has just been issued by California College of Agriculture.

A study of precooled shipments revealed that precooled cars had a temperature of 45 degrees Fahrenheit for the first day and 47 for the first four days, as compared with 61 degrees for the first day in a non-precooled car and an average of 56 degrees for the first four days. Precooled cars needed no additional ice in the bunkers during the trip east.

-oOo-

WORLD COTTON SUPPLY BEING SHARPLY REDUCED

A sharp reduction in the world carry-over of cotton this season is expected by the Bureau of Agricultural Economics. With consumption establishing a new high record, the bureau suggests that the world cotton carryover on August 1 may be about 12,500,000 bales. This compares with 13,624,000 in August 1935, with 16,100,000 in 1934, with 16,000,000 in 1933, and with the all-time peak of 17,000,000 in 1932. The 1923-32 ten-year average was about 10,155,000 bales. Most of the increase in world consumption this season has been in manufacture of American cotton.

BIG GOBBLER SEASONEXPECTED IN CONNECTICUT

A 48 percent increase in production of turkeys is being planned by Connecticut farmers this year. The Connecticut Department of Agriculture says that this means that with reasonably good growing conditions, consumers can look forward to having their tables graced next fall and winter with more than 85,000 turkeys direct from Connecticut farms. Campaigns are under way to show producers how to grow turkeys that will grade "Fancy".

-oOo-

A RECORD POST-WAR CORN AREA of 24,463,000 acres in the Danube Basin is indicated by the first seasonal estimate for 1936 plantings just made by the Belgrade, Yugoslavia, office of the Bureau of Agricultural Economics. Last year, 24,127,000 acres were planted. The average for the five years 1930-34 was 22,679,000 acres annually.

NEW MARKETING BULLETINS issued by the University of Minnesota include "Picking, Handling, and Refrigeration of Raspberries and Strawberries", and "Picking, Handling, and Packing Fruits for Market."

A BIBLIOGRAPHY covering the voluminous literature which has been produced during the last 20 years on the subject of agricultural labor in the United States has been issued by the Bureau of Agricultural Economics. More than 1,700 books and articles are listed.

AVERAGE NET FARM INCOME for 79 farms in central Iowa for 1935 was \$2,820, according to L. K. Macy, Iowa extension specialist. Net cash income averaged \$2,300. The average size of the record farms, 262 acres, is about 100 acres larger than the average for the area. Management return - the money left after business expenses, interest on investment and wages for operator and family labor are deducted from gross income - averaged \$1,196.

WORLD PRODUCTION OF WOOL IN 1936 will be about the same as in 1935, when the output, outside of Russia and China, was 3,278,000,000 pounds, the smallest in six years, according to the Bureau of Agricultural Economics.

PRACTICALLY EVERY COUNTRY has been trying through governmental aid to relieve the situation of farmers, Secretary Wallace recently told the Third Triennial Conference of the Associated Countrywomen of the World, at Washington, D. C. Every exporting country has bolstered farm prices by depreciating its currency, and most of them inaugurated policies designed to maintain domestic farm prices higher than the world level. Import countries have resorted to increased restrictions on imports, higher tariffs, quotas, government import monopolies, and licensing of importers and processors.

1.9
M345

STATE AND FEDERAL MARKETING ACTIVITIES AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 17, 1936

Vol. 16, No. 25

COTTON SURPLUS BURDEN LESSENED, SAYS DAVIS

RECEIVED
★ JUL 1 - 1936 ★
U. S. Department of Agriculture

There will be about 6,000,000 ~~bales less~~ American cotton in the world next August 1 than in August of 1932, Chester C. Davis, AAA administrator, told the Memphis Chamber of Commerce this morning (June 17) at a meeting at Memphis, Tenn.

"The burden of the surplus which resulted in bankrupt prices that ruined thousands of cotton producers has been greatly lessened," he declared, adding that "the world supply of American cotton for the new cotton year should not be in excess of 20,000,000 bales, depending upon the size of the new crop."

Davis told the assemblage that "world consumption of all cotton is on an encouraging upward trend", and that "most markets forecasts are to the effect that an increased volume of American cotton can move during the coming season at prices somewhat above present levels."

-000-

CALIFORNIA DEALER IS HEAVILY FINED

The heaviest punishment ever imposed for violation of the California Produce Dealers Act was recently handed out by Superior Judge W. D. L. Held of Ukiah, when he sentenced a San Francisco grape buyer to 1 year in the Mendocino County jail, with a \$500 fine addd.

The defendant was convicted on a charge of operating as a produce dealer or buyer without a license. Four Calpella growers testified that the dealer, operating without the required dealer's license after warning by California Department of Agriculture officers, had failed to pay them for several carloads of grapes delivered in October of 1936.

Violation of the California Produce Dealers Act is an indictable misdemeanor, punishable by both fine and imprisonment.

-000-

PENNSYLVANIA SHEEP MEN POOL WOOL FOR MARKET

Five thousand Pennsylvania farmers in 40 counties are marketing 800,000 pounds of wool through 32 wool growers' associations or pools, this season, reports Pennsylvania Department of Agriculture. Eighty percent of the wool grown in Pennsylvania, outside of Greene and Washington Counties, is marketed through pools. The department says that "the growers have learned through experience that this method of marketing has raised the price level."

NORTH DAKOTA SAYS
HONEY OUTLOOK IS GOOD

The outlook for the beekeeping industry in North Dakota is the best in several years, in the general opinion of 3,000 North Dakota apiarists, reports the Extension Service in that State.

A better sweet clover crop is one basis for the optimistic outlook, but two drawbacks confronting beemen, according to the Service, are that the unusually long, hard winter, reduced the number of bees, and the prevalence of American Foulbrood. Foulbrood will be the object of intensive inspection by representatives of North Dakota Department of Agriculture this summer.

-oOo-

IOWA REPORTS WIDE RANGE
IN INCOME OF FARMERS

Management and marketing of livestock were important factors accounting for a wide variation in income of Iowa farmers last year, according to Iowa State College. Average net farm income of 726 farmers was \$2,530, ranging from a low of \$900 to a high of \$4,680. Net cash income for the group averaged \$1,700.

Management return for the group averaged \$940. This is the amount left after rent, interest on working capital and wages for the operator and family labor are deducted. Management return for the highs averaged \$2,930 and for the lows, a minus \$700. With declining feed prices and rising livestock prices in addition to a greater efficiency in production, the 182 high-profit farms averaged \$172 return for each \$100 worth of feed fed, or \$50 more than the 182 farms of the low-profit group.

-oOo-

CONNECTICUT WOULD SET UP
REGIONAL FARM MARKET

A movement for the organization of "some form of regional market" is under way in Connecticut. The State Department of Agriculture there says the need for such a market is indicated by a recent bulletin on the Connecticut vegetable industry, showing there has been a steady increase in the acreage of vegetables in the State during the past few years. "No definite provisions have been made for marketing this increased production," it is stated, "with the result that the regional market idea which is being forwarded in New Haven is receiving considerable interest and support from vegetable growers."

Vegetables showing marked increases in intended plantings this year are beets, cauliflower, onions, lettuce, and peppers. "The outlook indicates," says the department, "that vegetable acreage in Connecticut and in the rest of the United States has been increasingly rapidly in the last 20 years and seems likely to continue to increase."

-oOo-

NEW YORK CITY Markets Commissioner William Fellows Morgan, Jr., reports that a survey of produce sales indicates that of every dollar spent in New York for fruits and vegetables only 35.94 cents goes to growers and shippers.

COMMODITY EXCHANGE ACT
TO CURB MARKET ABUSES

The Commodity Exchange Act, which provides for regulations of futures trading in grain, cotton, mill feeds, butter, eggs, potatoes and rice, was signed by the President on June 15. The law provides that the Commission created by the Grain Futures Act, comprising the Secretary of Agriculture, Secretary of Commerce, and the Attorney General, is to be known as the Commodity Exchange Commission. This commission is empowered to fix trading limitations governing speculative trading in commodity futures, but the act expressly provides that no limitations shall apply to hedging transactions.

The act requires the registration with the Secretary of Agriculture of futures commission merchants and floor brokers accepting and executing orders for commodity futures. It prohibits the use of margins to extend the credit or margin the trades of any person other than the customer for whom deposited. Wash sales, cross trades, accommodation trades, and all fictitious transactions are prohibited, as are fraudulent practices, false reports, and the bucketing of orders. Bucket shops handling orders for commodity futures are outlawed by the statute.

The act provides for the making of reports and keeping of records by all warehouses from which commodities may be delivered under futures contracts. The Commission is authorized to issue cease and desist orders against any commodity futures exchange, officer or agent, who violates the act or the rules or regulations.

-o0o-

NEW YORK DAIRYMEN
FACE LOSS OF MARKET

New York State dairymen face the danger of losing their market for surplus cattle, since dairymen of other States are superseding them in disease control, according to George Pringle of New York College of Agriculture.

New York dairymen who have surplus cattle to sell have been protected by a ruling of the Commissioner of Agriculture which has made it almost mandatory that dairy cattle coming into New York be from herds free of Bang's disease. This ruling, says Pringle, has enabled local dairymen to supply most of the cattle for replacement in New York dairies, but "unless they keep up with other States in disease-control work, they are likely to lose this valuable market."

-o0o-

NEW ENGLAND SEEKS
EGG SIZE UNIFORMITY

Variations in sizes of eggs in grade requirements in New England States were discussed at a recent meeting of New England State Marketing Officials at Amherst, Mass. Greatest variations were found in sizes of pullet eggs. The average weights with their respective minimum are: Massachusetts, 17 ounces, no minimum; New Hampshire 19 ounces, 19 ounces minimum; Vermont 19 ounces, 18 ounces minimum; Rhode Island, 19 ounces, 18 ounces minimum; Connecticut, 18 ounces, 17 ounces minimum, and Maine, 20 ounces, 18 ounces minimum. Greater uniformity between States is being sought.

NORTHEAST POULTRY COUNCIL
TO MEET AT ORONO, MAINE

The sixth annual summer meeting of the Northeastern Poultry Producers Council will be held August 26 and 27 at the University of Maine at Orono. The program will stress problems in marketing, legislation affecting the poultry industry, breed improvement, feeding and nutrition, disease control, poultry shows, and other matter of special interest to the northeastern poultry industry. The Council has representation from 13 eastern States from Maine to Virginia.

-o0o-

MOTOR TRUCKS HAULING
LARGE PRODUCE TONNAGES

Movement of farm products to market by motor trucks is continuing to increase, according to the Bureau of Agricultural Economics. The movement includes large tonnage of fruits, vegetables, cattle, hogs, sheep, milk, butter, eggs, poultry, and other farm products.

Compilations show that nearly 17 percent, or 107,422,000 pounds, of total receipts of butter at New York, Chicago, Philadelphia, and Boston came to market by truck in 1935. The egg movement by truck also increased. For the Chicago, New York, Boston, and Philadelphia egg markets 32 percent of the receipts, or 4,001,000 cases, of the total receipts at the four markets were hauled by motor truck last year compared with 21 percent, or 2,640,000 cases, in 1934.

Conveyances vary greatly in size and include delivery cars and large trailers that carry nearly a train carload of butter and eggs at one time.

-o0o-

CALIFORNIA CARROT INDUSTRY
SHOWS LARGE INCREASE

The production of carrots was once a back-yard garden crop in California. Now the industry nets growers \$5,000,000 a year, according to California Department of Agriculture. The industry has grown to rank in financial importance with the production of asparagus, cantaloupes, peas and celery.

The California Agricultural Code provides that all carrots offered for sale in California shall be free from decay or insect injury which has penetrated or damaged the flesh; and free from serious damage due to cracks, doubles, disease, green discoloration, or other causes. Damage to any one carrot is not considered serious unless it causes a waste of 20 percent by weight of the individual carrot.

-o0o-

F. W. PECK, who has been director of agricultural extension at the University of Minnesota since 1921, has been appointed to take on the additional office of vice-director of the Minnesota agricultural experiment station to succeed Dr. Andrew Boss.

AN INCREASE of 17 percent in the number of farmers obtaining loans from production credit associations in the first five months of 1936 compared to the corresponding period of 1935 is reported by the Farm Credit Administration. The association lent \$104,536,000 in the five months period this year, against \$85,931,000 in 1935.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 24, 1936

Vol. 16, No. 26

COMMODITIES ACTAMENDED BY CONGRESS

LIBRARY
RECEIVED
★ JUL 6 - 1936 ★
U. S. Department of Agriculture

Congressional amendments seeking to clarify and strengthen the Perishable Agricultural Commodities Act have been signed by the President.

The amendments direct the Secretary of Agriculture to refuse a license to a corporation if one of its officers has been found guilty of repeated or flagrant violations of the Act, or has failed to pay a reparation award issued against him or any firm of which he has been a member.

Heretofore, the Secretary could not refuse, after the expiration of two years, a new license to a person whose license had been revoked. Present changes in the law make it "impossible for one whose license has been revoked to obtain a new license at any time, except that after the expiration of a year a license may be granted upon the giving of a bond or other satisfactory assurance of the proper conduct of his business."

Another amendment states definitely that in cases heard under the Shortened Procedure Regulation, the appeal from the decision of the Secretary is to be taken in the United States District Court of the district in which the respondent is located.

-oOo-

GEORGIA ORGANIZINGFARMERS' MARKETS

A system of farmers' markets is being organized in Georgia, under the direction of Georgia Bureau of Markets. A central market has been established at Atlanta, and another is under construction at Macon. Farmers' markets have been opened at Thomasville, Valdosta, and Douglas; markets will be opened also at Gainesville and Cartersville. Truckers from many other States as well as Georgia farmers are using the Atlanta market, which is described as a clearing house or farmers' exchange.

-oOo-

MINNESOTA STUDIESDEMAND FOR POTATOES

Additional evidence that "grading pays" has been accumulated by the University of Minnesota in a survey of the demand for potatoes by retail stores, hotels, restaurants, and hospitals in Minneapolis and St. Paul. The study revealed that "large cities have a great demand for the very best quality of potatoes, high in cooking quality and uniform in size."

Since about 30 percent of the potatoes used in the Twin Cities

are shipped in from other States, the consuming agencies were asked why they object to Minnesota potatoes. The replies indicated that "a large part of the shipped-in potatoes could be replaced by Minnesota potatoes through improvement in quality and more careful grading."

A report of the survey has been published in a bulletin entitled "A Study of the Demand for Potatoes in the Twin Cities", copies of which may be obtained from University Farm, St. Paul.

-oOo-

MEAT EATERS ARE "QUALITY CONSCIOUS"

A sharp increase in quantities of meats graded and stamped during the past year is revealed in the ninth annual report on cooperative beef grading service by the Bureau of Agricultural Economics to the National Live Stock and Meat Board. The totals for beef, lamb, veal, and sausage are more than 100,000,000 pounds greater than in the fiscal year ended June 30, 1935.

The bureau now has grading offices in 22 cities, the service having been extended to Los Angeles, Baltimore, Wheeling, Columbus, Oklahoma City, St. Paul, and St. Joseph during the past year. The service was withdrawn from Albany and Kingston, New York. It was expanded at New York City, Philadelphia, Chicago, and Kansas City.

The bureau says in its report: "Increased interest is shown by consumers in quality of all kinds of products. As they become quality conscious they demand evidence of the quality. Federally graded meats have increased in response to this increasing demand from consumers.*** Heavier supply of better general beef quality this year as compared with last has made it possible to more nearly meet this demand. Broader packer and dealer support as a result of fuller appreciation of the marketing advantages of Federally graded meats naturally contributed."

-oOo-

FARM EMPLOYMENT AND PAYROLLS ARE UP

Farmers are hiring more farm hands and paying them higher wages, according to the Bureau of Agricultural Economics. The increase this Spring over last was about 10 percent in hirings and wages. The bureau anticipates a continuance of the upturn through the Summer. About \$400,000,000 was paid to hired labor on farms in 1935, but a much larger payroll is in prospect for this year. From 1924 through 1929 the payroll was about \$900,000,000. It dropped sharply during the depression and in 1933, the low point, about \$352,000,000 was paid out to hired hands. It has been increasing since then. During the period of low industrial employment farmers had more family labor available. Bureau economists believe that the number of hired hands and the volume of farm payrolls will increase as farm income increases.

-oOo-

LOUISIANA PLEASED WITH POTATO DEAL

Louisiana's 1936 Irish potato season - characterized by high prices, fair yields, and heavier shipments - was the most successful since 1931, according to Louisiana Extension Division. Shipments up to early June totaled 3,087 cars. Prices started low and increased as the

season progressed. The season illustrates, says J. G. Richard of Louisiana Extension Division, that "the most successful potato growers of the State are those who have followed a long-time program, that is, the growers who have planted the same acreage each year," in contrast with "the 'speculator' grower who tries to pick a good year to plant potatoes, and usually gets caught with a lot of potatoes and no good market."

-oOo-

SERUM-MARKETING AGREEMENT
DEVELOPED BY DEPARTMENT

A new type of marketing agreement, designed to stabilize the volume and marketing of anti-hog-cholera serum and hog-cholera virus, has been developed by the U. S. Department of Agriculture, under a recent Act of Congress.

The Act specifically empowers the Secretary of Agriculture to consult with manufacturers of these biological products with respect to their commercial handling and distribution in interstate or foreign commerce.

The agreement, which will be administered in part through a control agency representing the industry, will be made effective when commercial interests engaged in the interstate handling of at least 75 percent of the serum and virus sign it. The agreement seeks to maintain "an adequate supply of anti-hog cholera serum and hog-cholera virus and otherwise to improve trade conditions."

-oOo-

WILCOX TO HEAD FEDERAL
SURPLUS COMMODITIES CORPORATION

Francis R. Wilcox, associate director of the Division of Marketing and Marketing Agreements of the AAA has been elected president of the Federal Surplus Commodities Corporation, which was established in 1933 as the Federal Surplus Relief Corporation.

The Corporation is concerned with the utilization of price-depressing agricultural surpluses for relief distribution through accredited state and local agencies on such a basis as will not interfere with regular commercial purchases. It seeks to prevent waste of surplus farm products, improve returns to producers, and bring about an increase in domestic consumption through the diversion of the surplus from normal channels of trade.

Since last November, the Corporation had distributed large quantities of canned beef, onions, dried beans, dried peas, butter, cabbage, dry skim milk, and other commodities.

-oOo-

FARM CREDIT ADMINISTRATION
LENDS NEARLY \$4,000,000,000

Loans totaling \$3,704,000,000 have been made by the various units of the Farm Credit Administration during the last three years. Applications were received during this period from about half of all mortgaged farmers in the country, and more than 760,000 long-term loans on first and second mortgage security were made. Total farm mortgage loans aggregated \$2,043,000,000; short-term production loans, \$1,349,000,000; and loans to farmers' marketing and purchasing cooperatives, \$312,000,000.

THE BUREAU OF AGRICULTURAL ECONOMICS recently announced that expansion of the hog industry this year may result in a total of nearly 50,000,000 hogs on farms next January 1, as compared with about 43,000,000 on January 1, 1936, and with 39,000,000 - the smallest number in more than 50 years - at the beginning of 1935.

The bureau stated that steady to higher prices are in prospect for a number of farm products - wheat, corn, hogs, the better grades of steers, butter, eggs, cheese, and wool - and that seasonal prices declines are in prospect for the lower grades of steers, lambs, potatoes, and poultry.

Sharp increases in production of poultry and eggs are revealed in a bureau report which shows there were 12 percent more chicks and young chickens of this year's hatching in farm flocks on June 1 this year than last. Production of eggs was up about 5 percent due to an increase in number of layers and in average production per bird.

Stocks of butter in storage on June 1 were the smallest in about 10 years. Milk production on June 1 was the second largest on record for that date; only unfavorable weather which might affect pastures adversely, will prevent a relatively large volume of milk production this Summer, it was stated.

THE AGRICULTURAL ADJUSTMENT ADMINISTRATION recently announced that "clean-up payments" on old AAA programs now total \$136,580,864. When completed, payments will total approximately \$250,000,000, most of which will be made prior to September 1.

Modifications in the Agricultural Conservation Program for the Northeastern Region have been announced. They include provisions to enable vegetable growers and small farmers to participate more generally in the program, and provisions to meet problems raised in the Northeast by drought and late frost this year.

A marketing agreement for handlers of milk in the Topeka, Kans., marketing area has been tentatively approved by the Secretary of Agriculture. It includes provisions which govern the classification of milk on a use basis, which would establish minimum prices to be paid by handlers to producers, and permit the operation of a market-wide pool for the equitable distribution of returns to producers.

A STATISTICAL SUMMARY of carlot unloads of certain fruits and vegetables in 66 cities and imports in 4 cities in Canada may be obtained from the Bureau of Agricultural Economics, Division of Economic Information.

THE RHODE ISLAND LEGISLATURE during its 1936 Session passed an Act regulating the sale and marketing of eggs, effective July 1, 1936. It defines fresh eggs, and outlaws the sale of other eggs as "fresh", "strictly fresh", "fancy", "selected", "Hennery", "nearby", "new-laid", "native", "today's", "Local", "guaranteed", "grade A" other and designations of similar import. Copies of the law may be obtained from Rhode Island Bureau of Market.

APPROXIMATELY 7,000,000 tons of commercial fertilizer, valued at about \$175,000,000 will be used on more than 2,000,000 farms during 1936, according to G. A. Cumings, U. S. Bureau of Agricultural Engineering. The bureau is studying ways to apply fertilizer so as to get the best results.